



Unum Life Insurance Company of America  
2211 Congress Street  
Portland, Maine 04122  
207-575-2211

**ACKNOWLEDGEMENT OF DISCLOSURE OF RATING PRACTICES**

Long Term Care insurance regulations require that we provide certain information about policies that may be subject to rate increases in the future. This information can be found in the Potential Rate Increase Disclosure Form and Personal Worksheet that were given to you.

Long Term Care insurance regulations also require that we obtain a signed acknowledgement that you have received this information.

I have received the Potential Rate Increase Disclosure Form and Personal Worksheet.

Signed: \_\_\_\_\_  
(Applicant) (Date)

\_\_\_\_\_  
(Please Print Name)

\_\_\_\_\_  
(Social Security Number)

Complete if applying through Employer offer.

\_\_\_\_\_  
(Name of Employer)

\_\_\_\_\_  
(Group Policy Number, if available)

Please sign and return this form to: Unum Life Insurance Company of America  
Long Term Care Group Customer Services  
2211 Congress Street  
Portland, Maine 04122

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**LONG TERM CARE INSURANCE  
PERSONAL WORKSHEET**

Applicant Name: \_\_\_\_\_  
Social Security Number: \_\_\_\_\_  
Group Policy Number: \_\_\_\_\_

People buy long term care insurance for many reasons. Some don't want to use their own assets to pay for long term care. Some buy insurance to make sure they can choose the type of care they get. Others don't want their family to have to pay for care or don't want to go on Medicaid. However, long term care insurance may be expensive, and may not be right for everyone.

By state law, the insurance company must fill out part of the information on this worksheet and ask you to fill out the rest to help you and the company decide if you should buy this long term care insurance coverage.

**Premium Information**

The premium for the coverage you are considering will be \$ \_\_\_\_\_ per month, or \$ \_\_\_\_\_ per year.

**Type of Policy** - guaranteed renewable.

**The Company's Right to Increase Premiums:** The company has the right to increase premiums on this policy form in the future, provided it raises rates for all policies in the same class in this state.

**Rate Increase History:** Unum Life Insurance Company of America has sold long term care insurance since 1988; the B.LTC policy series has been sold since 1990, the GLTC95 policy series has been sold since 1997 and the GLTC04 policy has been sold since 2005. Unum ceased sales of all Group Long Term Care policies as of February 2012. The company has not raised its rates on the GLTC04 policy series in the last ten years. Unum Life Insurance Company of America raised premium rates on the following policy forms beginning in 2013.

Policy Form	Years Available for Sale	Year of Rate Increase	Percentage Rate
B.LTC	1990-2005 (varies by state)	2013 to present	0-75% (varies by state)
GLTC95	1997-2008 (varies by state)	2013 to present	0-75% (varies by state)

**Questions Related to Your Income**

How will you pay each year's premium? (check one)

From My Income    From My Savings/Investments    My Family Will Pay

Have you considered whether you could afford to keep this coverage if the premiums went up, for example, by 20%?

What is your annual income? (check one)    Under \$20,000    \$20-29,999    \$30-50,000  
 Over \$50,000

How do you expect your income to change over the next 10 years?    No change    Increase  
 Decrease

*If you will be paying premiums with money received only from your income, a rule of thumb is that you may not be able to afford this coverage if the premiums will be more than 7% of your income.*

Will you buy inflation protection? \*  Yes    No

\* Please refer to your enrollment form to determine if inflation protection is available.

If not, have you considered how you will pay for the difference between future costs and your daily benefit amount?    My Income    My Savings/Investments    My Family Will Pay

*The national median average annual cost of care in a nursing home in 2012 was close to \$83,950<sup>1</sup>, but this figure varies across the country. In ten years the national average cost would be about \$125,930 if cost increase 5% annually.*

Please consider your elimination period. The elimination period is selected by the policyholder. Refer to your enrollment form to determine what the elimination period is.

Number of days: \_\_\_\_\_ Approximate cost \$ \_\_\_\_\_ for that period of care.

<sup>1</sup> Genworth 2013 Cost of Care Survey, Home Care Providers, Adult Day Health Care Facilities, Assisted Living Facilities and Nursing Homes, 10<sup>th</sup> Edition, March 22, 2013. (<https://www.genworth.com/corporate/about-genworth/industry-expertise/cost-of-care.html>)

**Long Term Care Personal Worksheet - Continued**  
**Questions Related to Your Savings and Investments**

How are you planning to pay for your care during the elimination period?

- From My Income    From My Savings/Investments    My Family Will Pay

Not counting your home, about how much are all of your assets (your savings and investments) worth? (check one)    Under \$20,000    \$20-29,999    \$30-50,000    Over \$50,000

How do you expect your assets to change over the next ten years? (check one)

- No change    Increase    Decrease

*If you are buying this coverage to protect your assets and your assets are less than \$30,000, you may wish to consider other options for financing your long term care.*

**In order for us to process your application, if applicable, and enrollment form, please sign and return this form to Unum Life Insurance Company of America. We may contact you to verify your answers. Employees and their spouses need not sign and return this form to us.**

**Disclosure Statement**

*Please check one*

- The answers to the questions above describe my financial situation.

*OR*

- I choose not to complete this information. I have reviewed and signed the **Verification of Non-Disclosure of Financial Information** below.

*This box must be checked*

- I acknowledge that the carrier and/or its producer (below) has reviewed this form with me including the premium, premium rate increase history, and potential for premium increases in the future. I understand the above disclosures. **I understand that the rates for this policy may increase in the future.**

Signature of Applicant: \_\_\_\_\_ Date: \_\_\_\_\_

Applicant's Printed Name: \_\_\_\_\_ Social Security No. \_\_\_\_\_

Group Policy Number (if available): \_\_\_\_\_

Name of Employer (complete if applying through Employer offer): \_\_\_\_\_

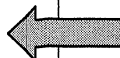
**Verification of Non-Disclosure of Financial Information**

*Complete if applicable*

- Yes. I choose not to provide any financial information. I wish to purchase this coverage. Please resume review of my application.

- No. I have decided not to buy long term care insurance coverage at this time.

Signature of Applicant: \_\_\_\_\_ Date: \_\_\_\_\_





## Group Long Term Care Insurance Potential Rate Increase Disclosure Form

- 1. Premium Rate:** The premium rate sheet that is applicable to you and that will be in effect until a request is made and filed / approved for an increase (depending on state law or regulation) can be found in your enrollment kit.
- 2. The premium for your coverage will be shown on your schedule of benefits or confirmation of coverage, whichever is applicable .**
- 3. Premium Rate Adjustments:** Any change in premium rate will be effective on the group policy anniversary date.
- 4. Potential Rate Revisions: Your coverage is Guaranteed Renewable.** This means that the rates for your coverage may be increased in the future. Your rates can NOT be increased due to your increasing age or declining health, but your rates may go up based on the experience of all policyholders with a policy similar to the one under which you have coverage.

**If you receive a premium rate increase in the future, you will be notified of the new premium amount and you will be able to exercise at least one of the following options:**

- Pay the increased premium and continue your coverage in force as is.
- Reduce your coverage benefits to a level such that your premiums will not increase. (Subject to state law minimum standards.)
- Exercise your nonforfeiture option if purchased. (This option may be available for purchase for an additional premium.)
- Exercise your contingent nonforfeiture rights.\*

### \*Contingent Nonforfeiture

If the premium rate for the group policy under which your coverage is written goes up in the future and the policy does not include nonforfeiture as a standard provision or you didn't buy a nonforfeiture option, you may be eligible for contingent nonforfeiture. If your coverage includes a contingent nonforfeiture provision, here is how to tell if you are eligible:

You will keep some long-term care insurance coverage, if:

- (a) Your premium after the increase exceeds your original premium by the percentage shown (or more) in the following table; and
- (b) You lapse (not pay more premiums) within 120 days of the increase;

The amount of coverage (i.e. new lifetime maximum benefit amount) you will keep will equal the total amount of premiums you have paid since your certificate of coverage was first issued. If you have already received benefits under the group policy, so that the remaining maximum benefit amount is less than the total amount of premiums you have paid, the amount of coverage will be that remaining amount.

Except for this reduced lifetime maximum benefit amount, all other policy benefits will remain at the levels attained at the time of the lapse and will not increase thereafter.

Should you choose this contingent nonforfeiture option your coverage with this reduced maximum benefit amount will be considered "paid up" with no further premiums due.

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**Example:** You bought this coverage at age 65 and paid the \$1,000 annual premium for 10 years, so you have paid a total of \$10,000 in premium. In the eleventh year, you receive a rate increase of 50%, or \$500 for a new annual premium of \$1,500, and you decide to lapse your coverage (not pay any more premiums). Your paid-up benefits are \$10,000 (provided you have at least \$10,000 of benefits remaining under your coverage).

## Contingent NonForfeiture

**Cumulative Premium Increase over Initial Premium that qualifies for Contingent Nonforfeiture.**

*Percentage increase is cumulative from date of original issue. It does NOT represent a one-time increase.*

<b>Issue Age</b>	<b>Percent Increase Over Initial Premium</b>
29 and under	200%
30-34	190%
35-39	170%
40-44	150%
45-49	130%
50-54	110%
55-59	90%
60	70%
61	66%
62	62%
63	58%
64	54%
65	50%
66	48%
67	46%
68	44%
69	42%
70	40%
71	38%
72	36%
73	34%
74	32%
75	30%
76	28%
77	26%
78	24%
79	22%
80	20%
81	19%
82	18%
83	17%
84	16%
85	15%
86	14%
87	13%
88	12%
89	11%
90 and over	10%



## Things You Should Know Before You Buy Long Term Care Insurance

- Long Term Care Insurance**
  - A long term care insurance policy may pay most of the costs for your care in a nursing home. Many policies also pay for care at home or other community settings. Since policies can vary in coverage, you should read this policy and make sure you understand what it covers before you buy it.
  - You should not buy this insurance policy unless you can afford to pay the premiums every year. Remember that the company can increase premiums in the future.
  - The personal worksheet includes questions designed to help you and the company determine whether this policy is suitable for your needs.
- Medicare**
  - Medicare does not pay for most of long term care.
- Medicaid**
  - Medicaid will generally pay for long term care if you have very little income and few assets. You probably should not buy this policy if you are now eligible for Medicaid.
  - Many people become eligible for Medicaid after they have used up their own financial resources by paying for long term care services.
  - When Medicaid pays your spouse's nursing home bills, you are allowed to keep your house and furniture, a living allowance and some of your joint assets.
  - Your choice of long term care services may be limited if you are receiving Medicaid. To learn more about Medicaid, contact your local and state Medicaid agency.
- Shopper's Guide**
  - Make sure the insurance company or producer gives you a copy of a booklet called the National Association of Insurance Commissioners' "Shoppers Guide to Long Term Care Insurance". Read it carefully. If you have decided to apply for long term care insurance, you have the right to return the policy within 30 days and get back any premium you have paid if you are dissatisfied for any reason or choose not to purchase the policy.
- Counseling**
  - Free counseling and additional information about long term care insurance are available through your state's insurance counseling program. Contact your state insurance department or department on aging for more information about the senior health insurance counseling program in your state.
- Facilities**
  - Some long term care insurance contracts provide for benefit payments in certain facilities only if they are licensed or certified, such as in assisted living centers. However, not all states regulate these facilities in the same way. Also, many people move into a different state from where they purchased their long term care policy. Read the policy carefully to determine what types of facilities qualify for benefit payments, and to determine that payment for a covered service will be made if you move to a state that has a different licensing scheme for facilities than the one in which you purchased the policy.

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## **IMPORTANT NOTICE TO PERSONS ON MEDICARE THIS IS NOT MEDICARE SUPPLEMENT INSURANCE**

(For long term care policies providing both nursing home and non-institutional coverage)

Federal law requires us to inform you that in certain situations this insurance may pay for some care also covered by Medicare.

- This is long term care insurance that provides benefits for covered nursing home and home care services.
- In some situations Medicare pays for short periods of skilled nursing home care, limited home health services and hospice care.
- This insurance does not pay your Medicare deductibles or coinsurance and is not a substitute for Medicare Supplement insurance.

**Neither Medicare nor Medicare Supplement insurance provides benefits for most long term care expenses.**

### **Before You Buy This Insurance**

- ✓ Check the coverage in **all** health insurance policies you already have.
- ✓ For more information about long term care insurance, review the Shopper's Guide to Long Term Care Insurance, available at <http://w3.unum.com/enroll/booklets>. To have a printed copy mailed to you, call 1-877-678-6040.
- ✓ For more information about Medicare and Medicare Supplement insurance, review the Guide to Health Insurance for People with Medicare, available at <http://w3.unum.com/enroll/booklets>. To have a printed copy mailed to you, call 1-877-678-6040.
- ✓ For help in understanding your health insurance, contact your state insurance department or state senior insurance counseling program.