

MODERATORS



LTCI PARTNERS
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YOUDECIDE
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Educational Webinar
Morgan Stanley Employees
Allstate Long-Term Care with Whole Life Insurance

New this month, Morgan Stanley + YouDecide has partnered with Allstate to offer a new voluntary benefit.

As a Morgan Stanley employee, you have the opportunity during this year's annual enrollment to elect to enroll in the Long-Term Care + Whole Life Insurance offering with Allstate. The enrollment period is open now and will remain open until **Friday November 17, 2023**. Your policy will be effective **January 01, 2024**.

To be eligible for and be issued coverage you must be between ages 18-70 and:

- actively at work, for wage or profit, as of coverage effective date January 1, 2024.
- This includes employees who may be out on paid family or parental leave, considered actively at work by Morgan Stanley, and the leave is not related to a personal health condition or recovery (other than regular parental leave for child birth)
- If you are not actively at work, have no payroll deductions or are on leave of absence/long term disability as of January 1, 2024, your coverage will not be considered active and a new application, at the next annual enrollment, will be required

Today, we will discuss:

- What Long Term Care is
- How this new voluntary benefit works and what are the advantages
- How it is determined that Long-Term Care is needed
- Who pays for Long-Term Care
- How you can utilize this benefit to pay for LTC costs
- How Morgan Stanley employees can learn more information and enroll.

What is Long-Term Care?

Long-Term Care is a term used to describe healthcare needs later in life such as:

- Personal care or supervision needed by persons of all ages for an extended period of time (custodial, supervisory, or skilled care)
- Needs as a result of conditions associated with the effects of aging, but may be needed at any time, due to an accident or illness

Health conditions that may require Long-Term Care:

Head injury

Heart disease

Stroke

Multiple sclerosis

Cancer

Alzheimer's disease / Dementia

Parkinson's disease

Paying for Long-Term Care Services

Health Insurance	X	No coverage.
Disability Insurance	X	No coverage.
Medicare	X	Limited coverage - up to 100 days per benefit period with restrictions.
Medicaid	X	Limited coverage - after you've spent down your assets.
Your Savings	✓	The average cost of home care is \$43,000+ per year.
Family Caretaking	✓	Relying on your family / friends for your care. Caretaking is very difficult work.
Life / LTC Insurance	✓	Full coverage for eligible expenses up to your selected benefit amount.

Choosing a Plan is Easy

- **Choose your Life Insurance Amount**
 - Select coverage amounts between \$25,000 - \$200,000
- **Calculating your monthly LTC Benefit**
 - Access 6% of your selected death benefit to get your monthly LTC benefit

Death Benefit	X	LTC Benefit	=	Monthly LTC Benefit
\$100,000		6%		\$6,000

- **Calculating your Total LTC Benefit**
 - You get 2x your death benefit for your total LTC benefit

Death Benefit	X	LTC Benefit	=	Total LTC Benefit
\$100,000		2		\$200,000

The Advantages of this Benefit

- Guaranteed acceptance up to **\$200,000** of Life Insurance for eligible employees ages 18-70
- Spouses/ domestic partners ages 18-70 are eligible to enroll.
- **No health questions will be asked**
- 2x death benefit for long-term care services
(i.e. \$150k death benefit = \$300k LTC)

- ✓ This is a unique benefit offering only offered through the YouDecide platform
- ✓ Your rates are based on the age that you enroll. Once you have coverage your premiums will not increase based on your age and you do not need to enroll each year.
- ✓ This plan will not replace your current life insurance benefit. You may be enrolled in both plans.
- ✓ Insurance premiums are waived while LTC benefits are paid
- ✓ Fully portable – your premiums and benefits will not change due to employment separation or retirement.
- ✓ Guaranteed renewable – you do not need to enroll every year
- ✓ If you enroll by **Friday November 17th** , your coverage will be effective **January 01, 2024**
- ✓ The premiums are payroll deducted and will be paid post tax

Ways to Use Your Policy

Scenario 1: Maximize Life Insurance

You lead a full life and don't need any long-term care.

Total Death Benefit



\$100,000

Scenario 2: Access Both Benefits

You lead a full life and need some long-term care. Your death benefit restores.



\$52,000

LTC Benefits Used

Total Death Benefit Restores back to initial face amount



\$100,000

Scenario 3: Maximize your LTC benefit

You lead a full life and need home care, assisted living, or nursing home care.

Total Death Benefit



\$100,000

x 2



\$200,000

Total Long-Term Care Benefit

How do you qualify for Long-Term Care benefits?

- Inability to perform 2 of 6 Activities of Daily Living (ADL's) and help is expected to last at least 90 days, or
- Severe Cognitive Impairment (Alzheimer's or Dementia), and
- Plan of care prescribed by a licensed health care practitioner

Bathing

Transferring

Eating

Toileting

Continence

Dressing

Note: There is a 90-day waiting period that needs to be satisfied before benefits are paid

Benefit Payout Structure

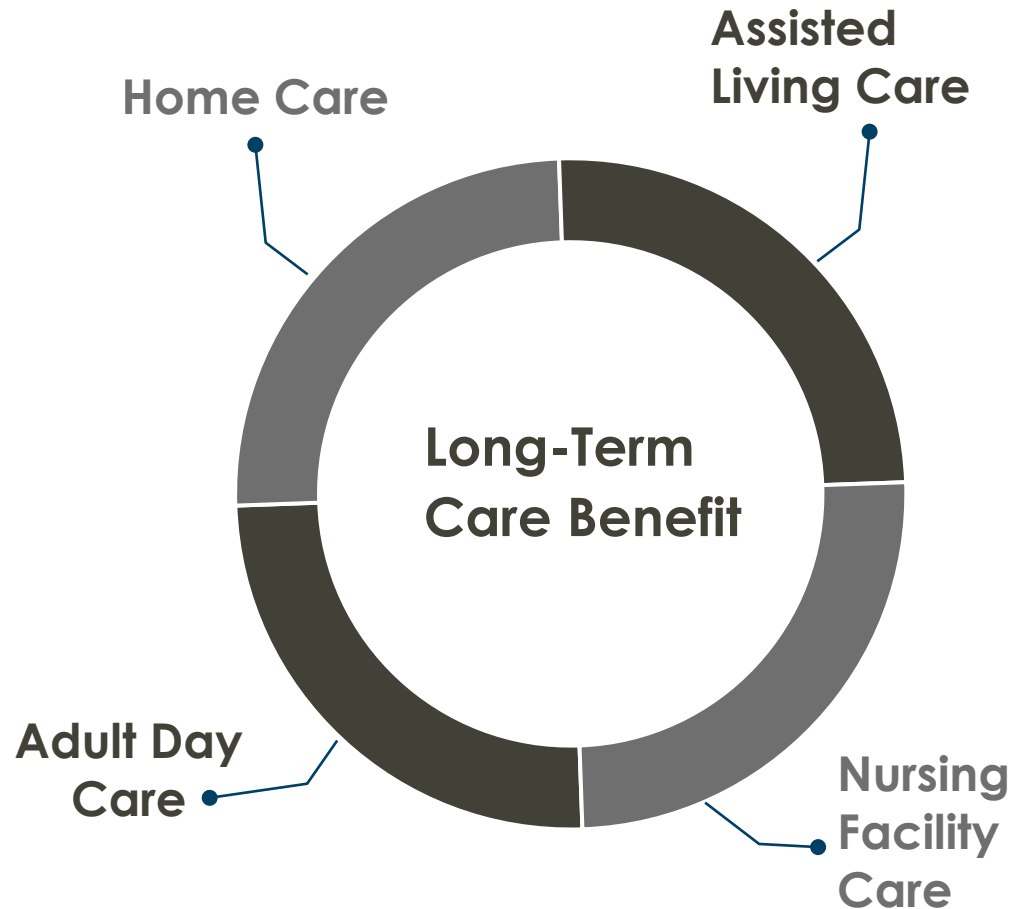
How will it pay out?

Long-Term Care benefits are paid out on an Indemnity basis – meaning that you will receive a check for your monthly benefit if you become eligible to utilize the LTC benefit. Benefits will pay out after a single 90 day waiting period.

Example:	Indemnity Payout:
Available Monthly Benefit	\$6,000
Licensed Care Expenses	\$4,000
Unused Monthly Benefit	\$2,000
Available Cash after LTC Expenses	\$2,000

Where can you use the LTC benefits?

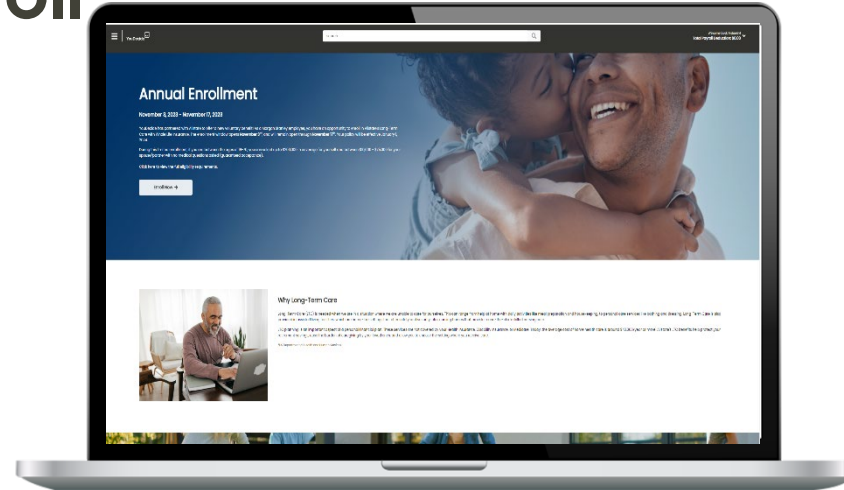
- Policy benefits can be used to help pay for care at home, an assisted living or nursing facility
- Most long-term care claims start at home
- Average cost of care nationally is around \$43,000+ per year.
- LTC costs can vary based on services received and geographic location



How to learn more and enroll

Visit YouDecide

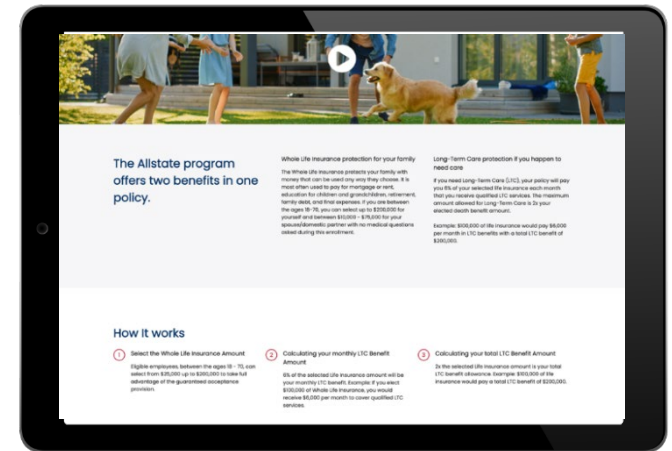
You will be able to learn more about this product and access the enrollment platform through the YouDecide platform



LTCi Partners

You will also be supported through a dedicated licensed advisor team through LTCi Partners

The LTCi Partners team can be reached at **(844) 235-3352**. A representative is available to help you Monday - Friday 9:00 a.m. - 6:00 p.m. Eastern Time



Thank you for joining!

QUESTIONS & ANSWERS