



Total Living CoverageSM

Universal Life Insurance with
Long Term Care Benefits

Underwritten by Genworth Life Insurance Company
Lynchburg, VA

FOR PRODUCER/AGENT USE ONLY.
NOT TO BE REPRODUCED OR SHOWN TO THE PUBLIC.

©2006 Genworth Financial, Inc. All rights reserved.

Introducing Total Living Coverage (TLC) from Genworth Life

- **Genworth Life Insurance Company's first linked-benefit product**
 - With more to come!
- **Genworth Life is...**
 - An industry-leading provider of life and long term care insurance products
 - A long term care insurance pioneer
 - The nation's leading provider of long term care insurance*

* LifePlans Industry Survey, 2004. Based on number of policies issued.

Total Living Coverage

A life insurance product that combines the features and benefits of universal life insurance and long term care (LTC) insurance.

TLC is designed to be there when needed.

What Is TLC?

- **A New Approach to Financial/Retirement Planning**

- Client controls assets
- Product is designed to provide a death benefit plus access to long term care benefits if needed
- Frees funds for other uses

- **Coverage For Your Client**

- Provides a death benefit
- Provides income tax-free long term care benefits, if needed

- **Customizable, Flexible and Guaranteed**

- Accelerated and extended long term care (LTC) benefit options
- State-of-the-art long term care benefits
- Minimum benefit guarantee
- Return of premium (ROP) for first 15 years

Who Buys TLC?

- **Client Profile**

- Age 55-75, retired or close to retirement
- Generally optimistic about the future
 - Doesn't think long term care will be needed
- Recognizes that LTC should be included in financial and retirement planning
 - Because the risk of needing long term care is great and the cost is too high to ignore
 - Because Medicare and Medicaid are not suitable options for long term care

Who Buys TLC? (continued)

- **Client Assets**

- Invested assets \geq \$300,000
 - Not including home and qualified plan assets
- Currently self-insuring the risk of long term care
- Asset-based LTC solution is attractive alternative
 - Covers the need for LTC benefits
 - If LTC benefits are not needed, a death benefit amount is available for beneficiaries
 - Retirement assets are freed for other uses

TLC's Core Components

- **Specified Amount**
 - Amount of death benefit on the date the policy is issued
- **Accelerated Benefit Rider (ABR)**
 - Draws down the specified amount to pay covered long term care expenses
- **Extension of Benefits Rider (EBR)**
 - Provides an additional benefit amount to pay covered long term care expenses if the ABR is depleted
- **Maximum Monthly Long Term Care Benefit**
 - Amount available on a monthly basis for covered long term care expenses
- **Maximum Long Term Care Benefit Amount**
 - Total amount available to pay covered long term care expenses

Core Component Details

Accelerated Benefit Rider Periods	Specified Amount		Extension of Benefits Rider Periods
	Minimum	Maximum	
24 months	\$50,000 - \$300,000		24 months 48 months
36 months	\$50,000 - \$450,000		24 months 48 months Lifetime
48 months	\$75,000 - \$600,000		24 months 48 months Lifetime

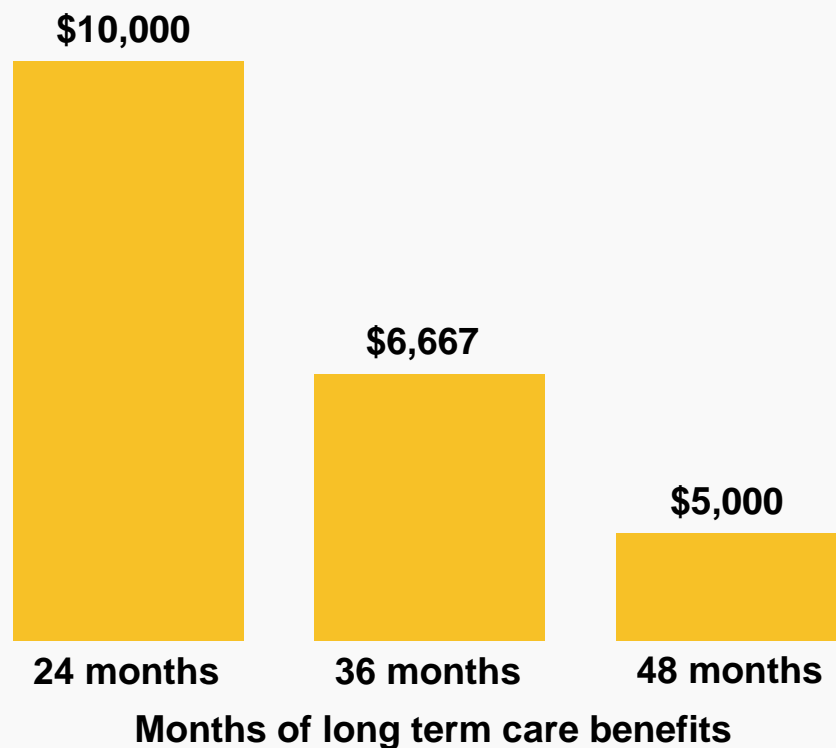
Specified amount and ABR period determine maximum monthly benefit for covered long term care expenses

Maximum Monthly LTC Benefits

- **For example:**
\$240,000 specified amount

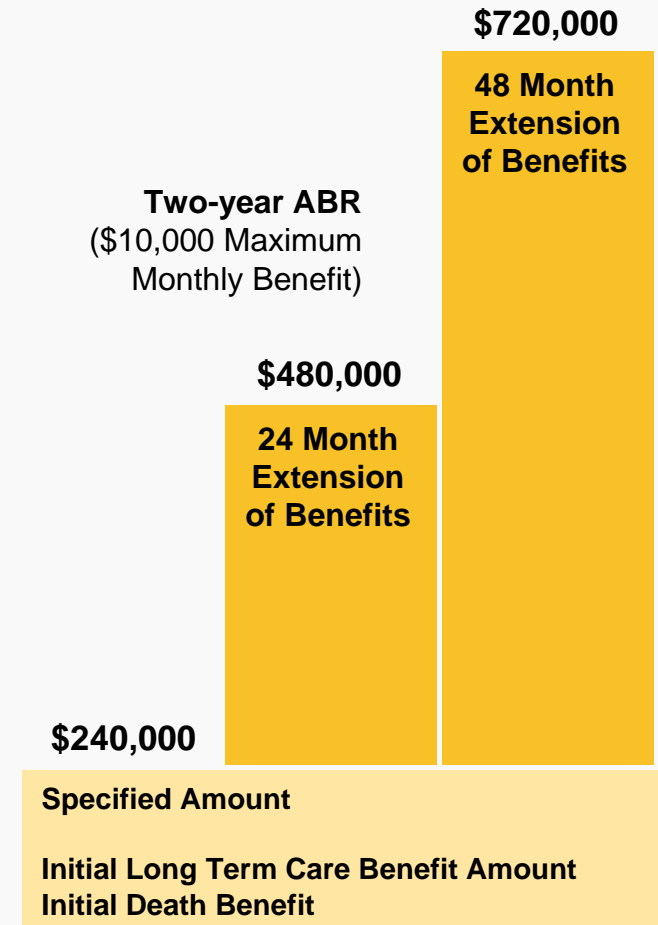
- Can provide ABR benefits for
 - **24 months or**
 - **36 months or**
 - **48 months**
- Amount of maximum monthly benefit depends upon the ABR period you choose.

Maximum Monthly Long Term Care Benefit



Maximum Monthly LTC Benefit with EBR

- **EBR increases the total amount available for covered long term care expenses by retaining the maximum monthly benefit for an extended period of time**
 - 24 month Extension of Benefits
 - 48 month Extension of Benefits
 - Lifetime Extension of Benefits is available if the initial period (ABR) is 36 or 48 months.

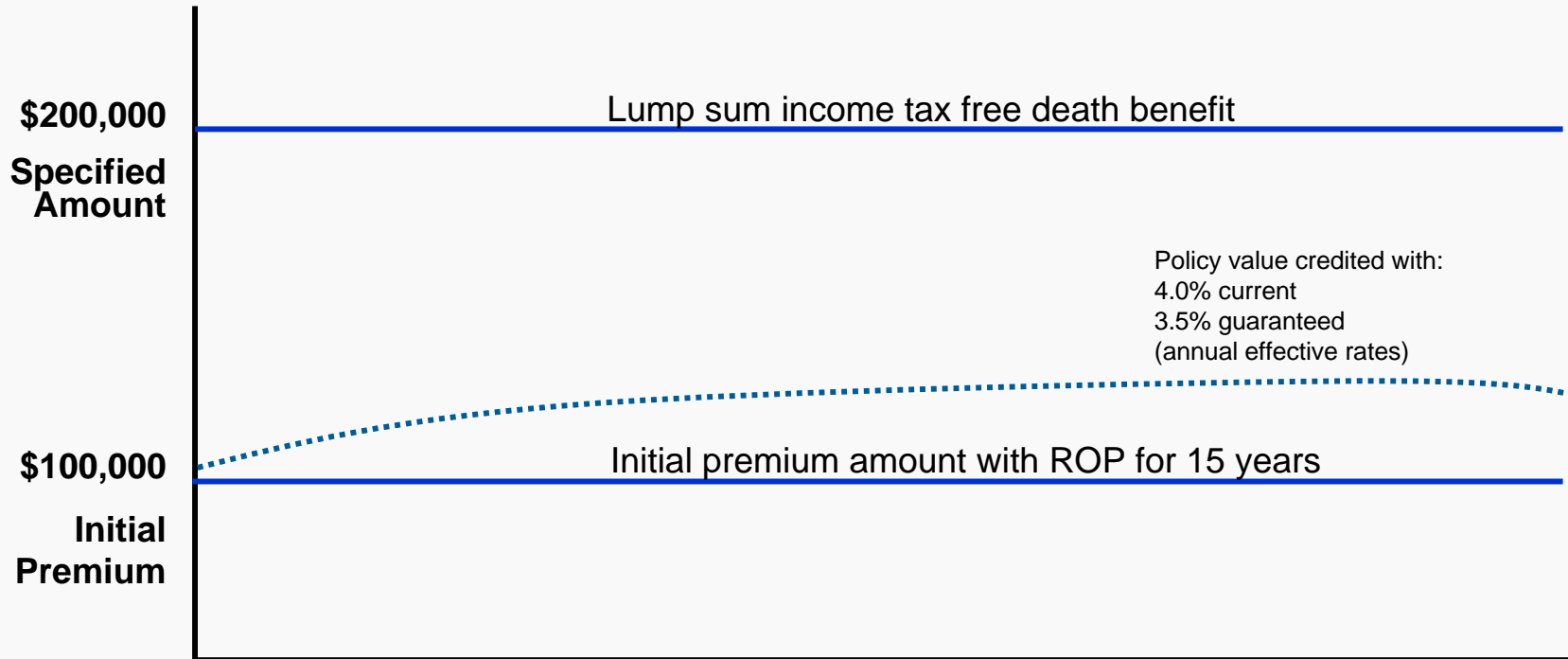


How Does TLC Work?

- **Example**
 - Female, age 65, no nicotine
 - Preferred Life risk
 - Preferred LTC risk
 - LTC Couples Discount
- **Has assets to invest**
- **Uses \$100,000 to purchase TLC**
 - 2-year ABR
 - 2-year EBR
 - \$200,000 specified amount

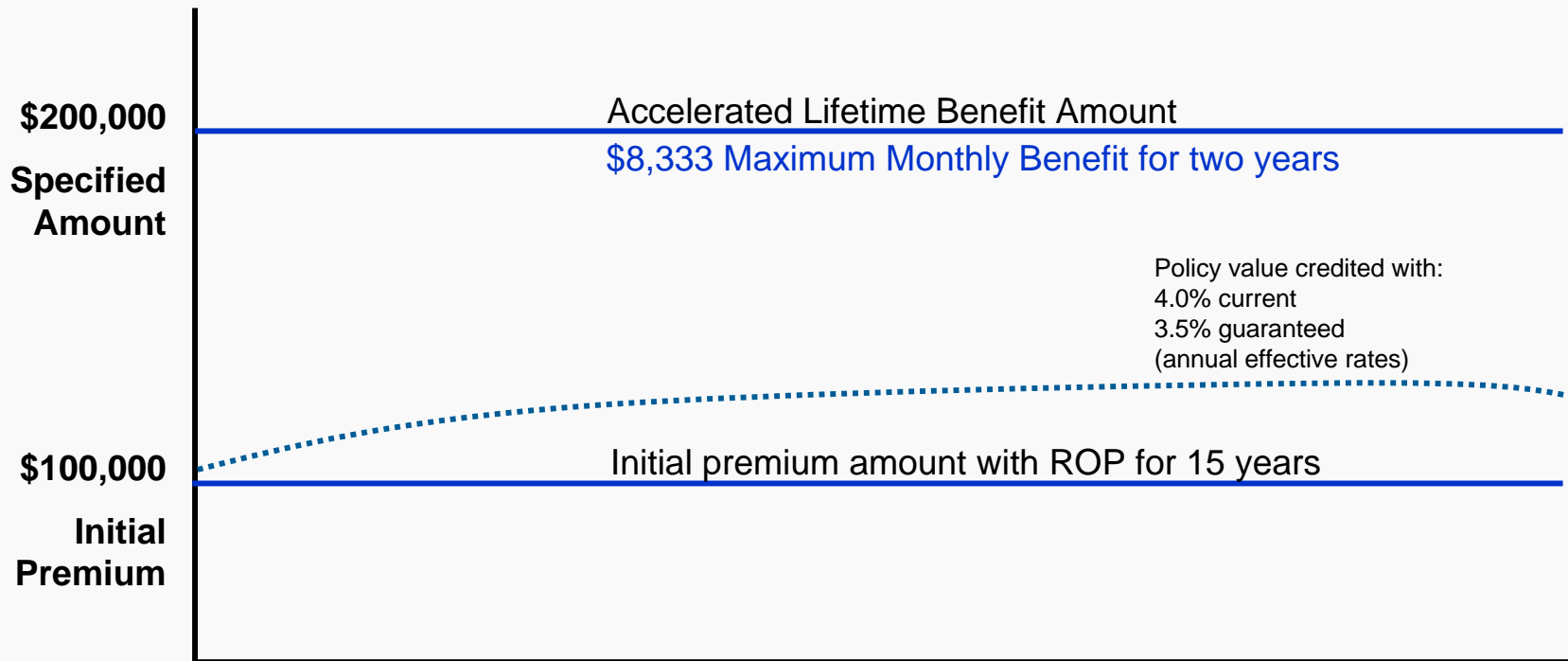
TLC has your client covered.

A Basic Death Benefit



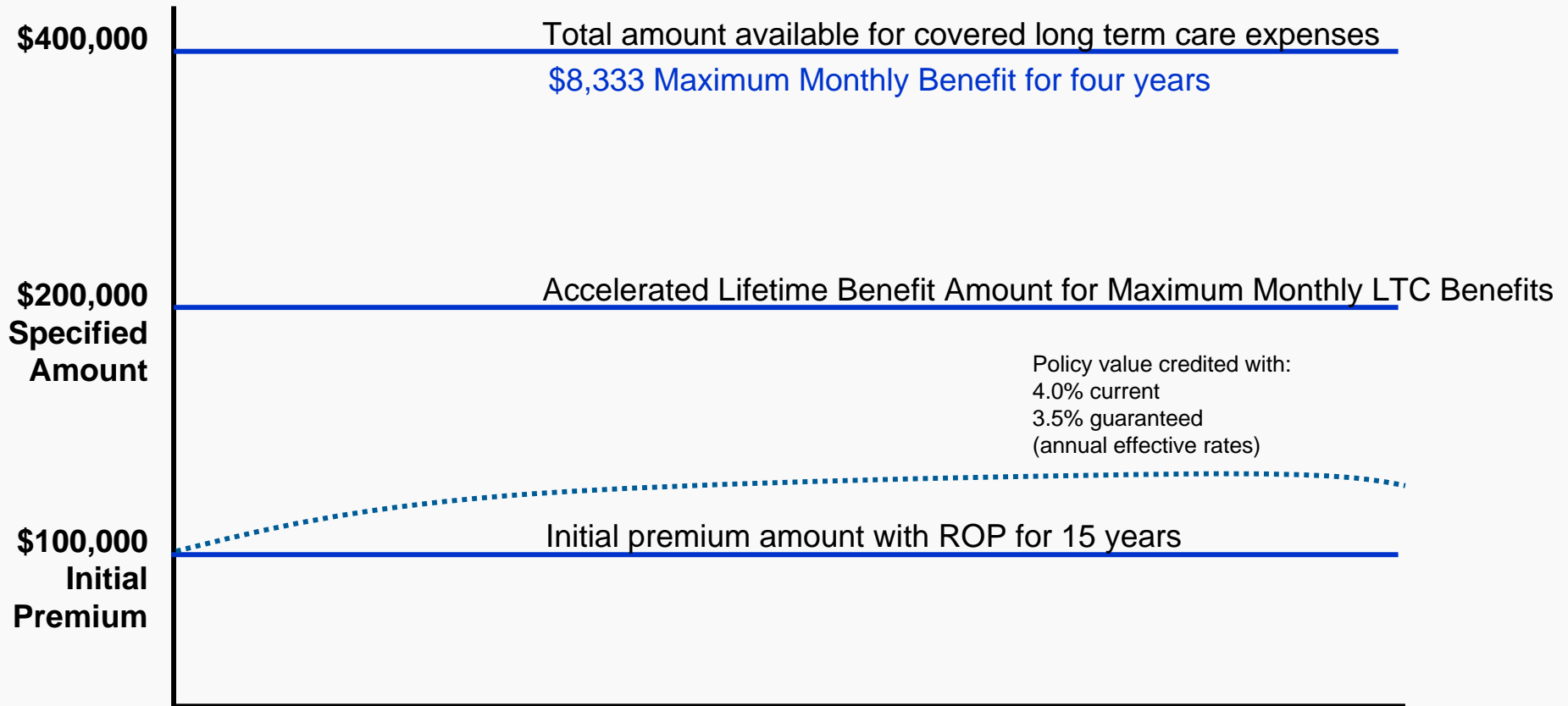
TLC covers the client in the event of death

ABR Amount for LTC Expenses



**TLC covers the client
if long term care benefits are needed**

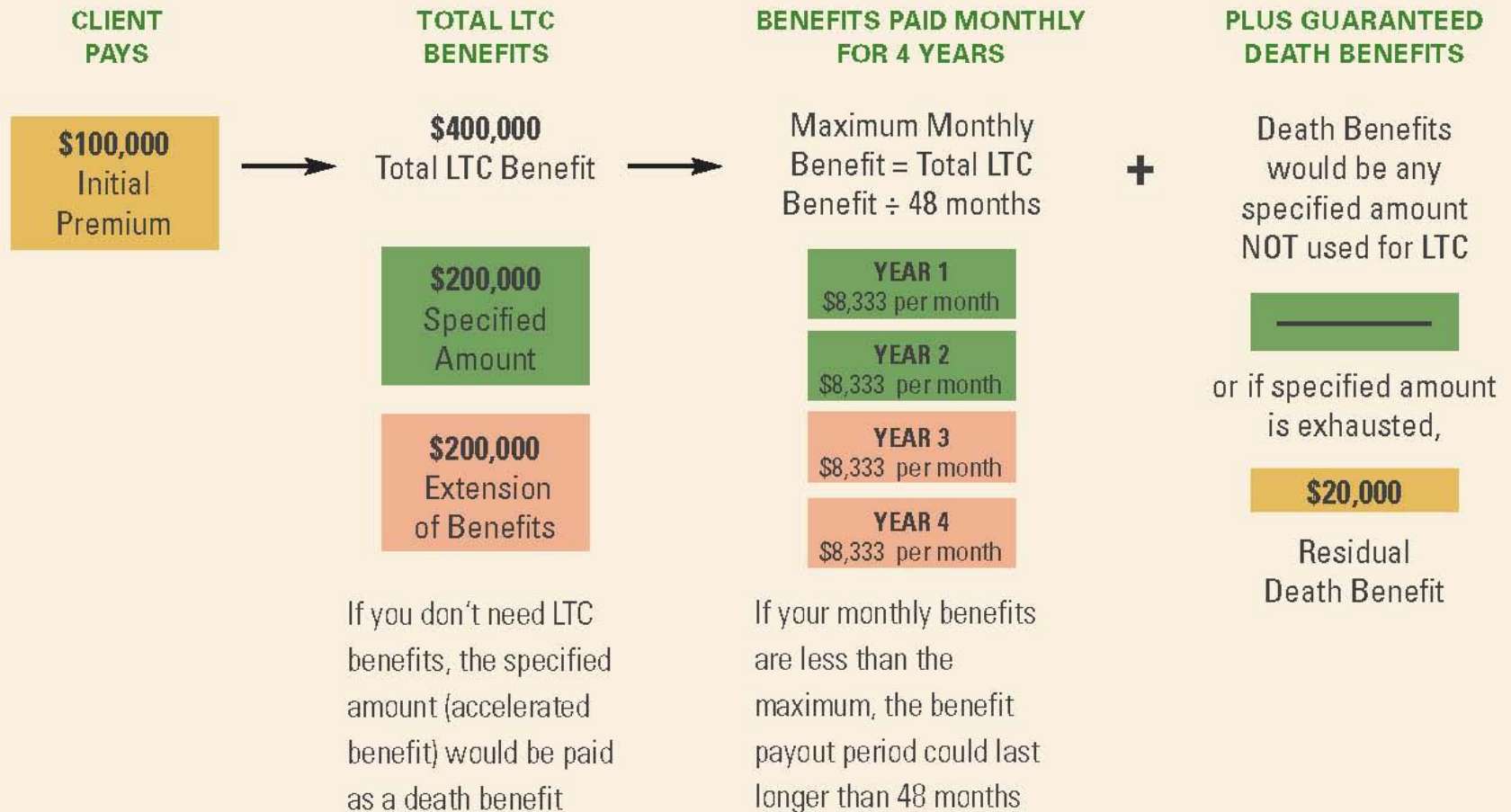
EBR Optimizes Coverage



EBR increases the total amount available for covered long term care expenses

Example Summary

HOW TLC WITH EXTENSION OF BENEFITS WORKS (hypothetical example)



TLC Key Advantages

- **Return of Premium**
- **Residual Death Benefit**
- **Discounts**
- **Inflation Protection**
- **Waiver of Monthly Deduction**
- **Guaranteed Minimum Benefit**
- **Elimination Period**
- **Privileged Care[®] Coordinator**

Return of Premium Rider

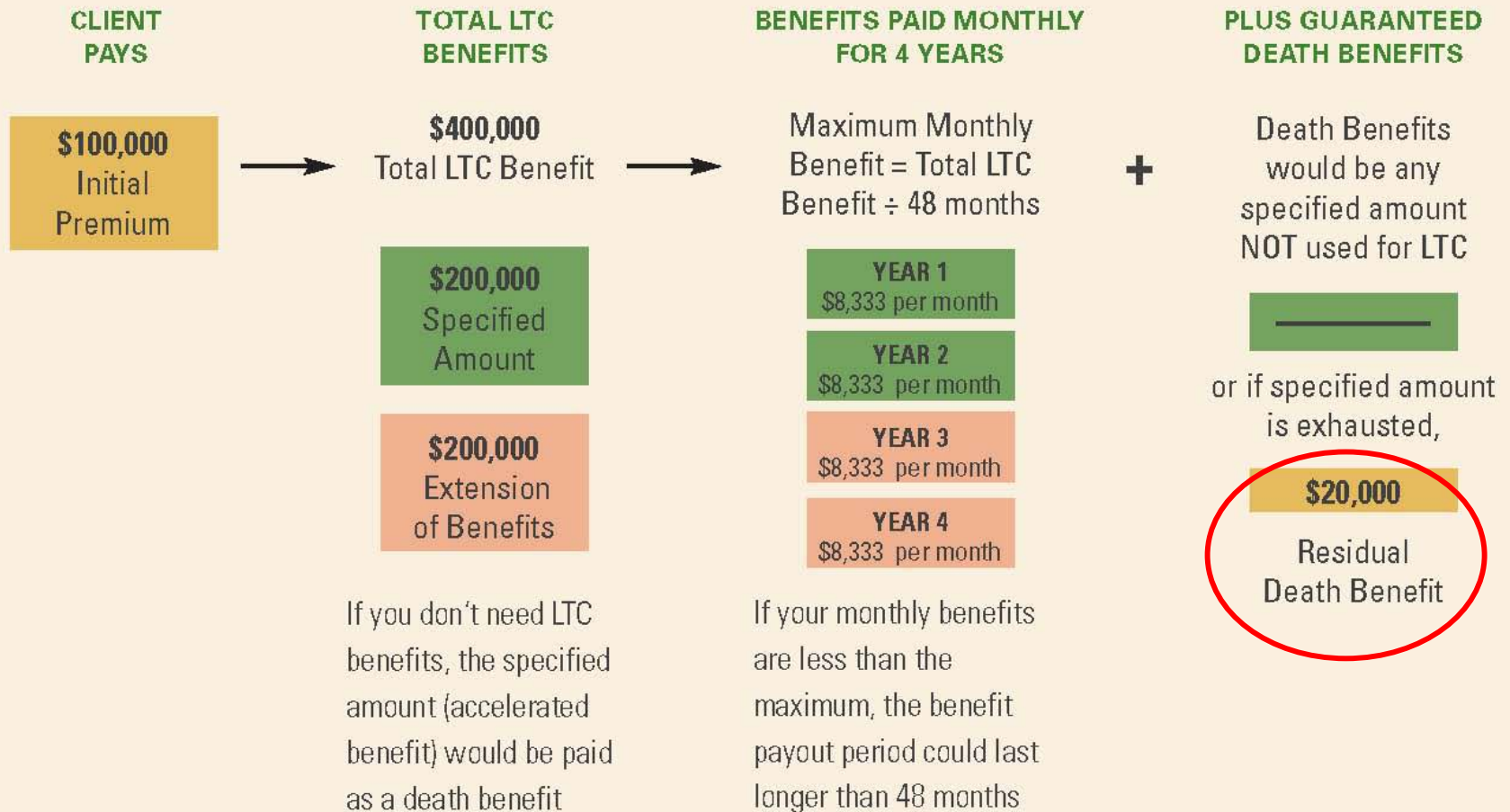
- **If TLC is surrendered during the first 15 policy years, the client's entire initial premium will be returned.**
 - Available if no policy loans or partial withdrawals have been taken and the Guaranteed Minimum Benefit Rider (GMBR) is active
 - Reduced by any long term care benefits paid
 - Optional benefit available at issue only

Residual Death Benefit

- **If the entire specified amount is used to pay long term care expenses, TLC still provides a death benefit equal to the lesser of**
 - 10% of the initial specified amount
 - less 10% of any policy loan balance and partial withdrawals
 - Or
 - \$25,000
 - less 10% of any policy loan balance and partial withdrawals

Residual Death Benefit (continued)

HOW TLC WITH EXTENSION OF BENEFITS WORKS (hypothetical example)



Discounts & Preferred Underwriting Classes

- **Long Term Care**

Applies to the monthly charges for long term care coverage

- Preferred Health Discount: 15%
- Couples Discounts
 - 10% discount if one person applies alone for TLC
 - 20% discount if both persons apply together for TLC
 - for one person if the other is already covered by an individual LTC policy previously issued by us.
- One insured can have both discounts, for a possible 35% total discount on LTC charges
- Discounts are applicable only if the proposed insured(s) are eligible to be considered for coverage

- **Life**

Preferred life cost of insurance rates are available

- **Depends on underwriting**

Inflation Protection

- **Optional benefit guards against rising long term care costs**
- **Increases the available maximum monthly LTC benefit and remaining lifetime benefits**
- **Choices:**
 - 3% or 5% inflation increase
 - Simple or Compound
 - Simple inflation increases the benefit an equal amount each year
 - Compound inflation increases the benefit over the previous year's benefit

Hypothetical Example for \$2500 Initial Maximum Monthly LTC Benefit

Inflation Protection – Simple

Year 1: $\$2,500 \times 3\% = 75.00 + 2,500 = \$2,575$

Year 2: $\$2,500 \times 3\% = 75.00 + 2,575 = \$2,650$

Year 3: $\$2,500 \times 3\% = 75.00 + 2,650 = \$2,725$

Year 10: = \$3,250

Year 20: = \$4,000

Inflation Protection – Compound

Year 1: $\$2,500 \times 3\% = 75.00 + 2,500 = \$2,575$

Year 2: $\$2,575 \times 3\% = 77.25 + 2,575 = \$2,652$

Year 3: $\$2,652 \times 3\% = 79.57 + 2,652 = \$2,731$

Year 10: = \$3,360

Year 20: = \$4,515

Waiver of Monthly Deduction

- **Starts with first monthly deduction after first claim is paid for:**
 - Home care and respite care, facility care and bed reservation benefit
- **If insured is receiving the above covered long term care, the policy waives:**
 - Cost of insurance (COI) life risk charges
 - Long term care benefit charges
 - Monthly administrative fee
- **If insured recovers, charges and fees resume**

Guaranteed Minimum Benefit Rider (GMBR)

- **Guarantees coverage:**

- If interest rate decreases to the 3.5% guaranteed minimum or cost of insurance charges increase for life insurance or long term care
- And policy values will not be enough to maintain the policy to the insured's age 100 at current rates
- If both occur, we will guarantee that the policy will not lapse if benefits are reduced to the Guaranteed Minimum Benefit values shown in the policy
 - Further premiums are not required, as long as benefits are reduced and no loans or withdrawals have been or are taken in the future

- **If the policyowner decides to not reduce benefits:**

- Additional premiums may be paid to keep benefits at current levels and to keep ROP and GMBR benefits
- If additional premiums are not paid, the ROP and GMBR will terminate and the policy may lapse.

Elimination Period – LTC Benefits

- **0 days for Home Care benefits**
- **90 days for Facility Care benefits**
 - Reduced by any days home care benefits are paid
 - Do not have to be consecutive and can be accumulated
 - Needs to be satisfied only one time

TLC Specifications

Basic Information

- **Issue Ages**
 - 18 - 79
 - Age nearest birthday
 - Back dating the policy effective date is not permitted.
- **Maturity Age**
 - None – policy, benefits and all riders continue after the insured reaches age 100
 - Interest continues to be credited to policy values
 - Monthly deductions cease at age 100
- **Interest Rate**
 - Guaranteed to never be less than 3.5 percent

Policy Charges

- **Load**

- 9% premium load deducted from initial premium payment

- **Fees (Monthly Deduction)**

- \$9.30 administrative charge deducted each month from policy values

- **Surrender Charges**

- Apply during first 14 policy years
- With ROP: surrender value is at least the initial premium less any long term care payments
- With no ROP: surrender charges are deducted from policy values

<u>Policy Year</u>	<u>% of Policy Value</u>
1-10	10%
11	8%
12	6%
13	4%
14	2%
15+	0

Liquidity

- **Loans and Partial Withdrawals**

- Nullify the Guaranteed Minimum Benefit Rider (GMBR) and Return of Premium (ROP) Guarantee

- **Loans**

- Current annual interest rate charged on loaned funds is 5.5%
- Current annual interest credited rate on loaned funds is 3.5%
- Reduce any Accelerated Monthly Benefit payout to policyowner
 - Amount reduced is the ratio of the loan to the specified amount, adjusted by any Inflation Protection.
 - Reduction in claim payout is used to repay part of the loan

- **Partial Withdrawals**

- Reduce the specified amount, any Accelerated Monthly Benefit and the Accelerated Lifetime Benefit

Long Term Care Features and Benefits

- **Benefit Triggers**
- **Privileged Care[®] Coordinators**
- **Types of Care**
- **Additional Services**
- **Items Not Covered**

Long Term Care Benefits

- **Benefit Triggers:**

- Cannot perform two of the ADLs (activities of daily living):
 - Bathing Dressing
 - Eating Contenance
 - Toileting Transferring
- Or has a significant cognitive impairment
 - Dementia, Alzheimer's Disease
- Satisfies the Elimination Period
 - 0 days for Home Care benefits
 - 90 days for Facility Care benefits (one time)

Long Term Care Benefits

- **Privileged Care[®] Coordinators:**
 - Available at no cost to policyowner
 - Assess needs/develop plan of care
 - Assist with initial claims paperwork
 - Identify options
 - Locate services available in the community
 - Schedule services

LTC Benefits: Types of Covered Care

- **Facility Care**

- Nursing homes
- Assisted living facilities
- Reserves bed for up to 60 days per year during temporary absences

- **Home Care**

- Home aides
- Personal care services
- Homemaker and chore services
- Adult day care
- Hospice care
- Skilled care from nurses and physical, occupational, respiratory, and speech therapists

Policyowner may direct the benefit payments to the service provider

LTC: Additional Covered Care and Services

- Respite Care
 - Gives an unpaid caregiver a care break, by paying the cost of a temporary facility stay
 - Waiver of Monthly Deduction available
- Support Equipment
 - Examples: grab bars, ramps
- Caregiver Training
 - For an unpaid caregiver, either friend or relative
- Alternative Care
 - May cover other types of care not specifically cited in policy
 - Insured, Insured's Doctor and Company must agree
- International Coverage
 - Pays for nursing home stays outside the United States
 - Reimburses up to 75% of the Maximum Monthly Benefit for up to 48 months
 - Home care and Care Coordination not available

TLC Does Not Cover:

- **Medicare deductibles and coinsurance expenses. TLC reimburses only for covered expenses that exceed what Medicare or other government health care programs or laws pay, except for Medicaid.**
- **Benefits are not paid for services:**
 - Provided by family members. An exception is made if the family member is a regular employee of the organization providing the service, the organization received payment for the service and the family member receives compensation normally provided to employees in that job.
 - Provided without charge whether by a provider, Veteran's Administration or other government facility
 - Provided outside the United States, its territories and possessions, except as noted in 'International Coverage.'
 - Resulting from alcoholism, drug or narcotic addiction, unless they occur as a result of their administration under the written instruction of a doctor
 - Resulting from war or any act of war, intentionally self-inflicted injury or attempted suicide.

Writing TLC Business

- **Underwriting**
- **Client Assessment**
- **Tax Information**

Underwriting Classifications

- **Preferred No Nicotine – PNN**
- **Standard No Nicotine – SNN**
- **Standard Nicotine – SNU**
- **Substandard**
 - Life
 - 16 tables and temporary and permanent flat extras
 - May limit ABR/EBR periods

No Nicotine Use Excludes Use of Nicotine and Nicotine Substitutes.

Underwriting Requirements

Face Amounts:	If Applying for Preferred Life Rates		If NOT Applying for Preferred Life Rates	
	<u>\$50,000 - \$299,999</u>	<u>\$300,000 - \$600,000</u>	<u>\$50,000 - \$299,999</u>	<u>\$300,000 - \$600,000</u>
Ages 18-44	Para- med exam HOS & Blood	Para- med exam HOS & Blood	Para- med exam HOS & Blood	Para- med exam HOS & Blood
Ages 45-59	Para-med exam HOS & Blood	Para-med exam HOS & Blood, EKG	Para-med exam HOS & Blood	Para-med exam HOS & Blood, EKG
Ages 60-69	<u>APS</u> Para- med exam (#) HOS & Blood	APS Para- med exam (#) HOS & Blood	APS	APS
Ages 70-79 NO Lifetime EBR Benefit	APS Para- med exam (#) HOS & Blood	APS Para- med exam (#) HOS & Blood	APS	APS
Ages 70-79 With Lifetime EBR Benefit	APS Face-to-Face LTC exam HOS & Blood (#)	APS Face-to-Face LTC exam HOS & Blood (#)	APS Face-to-Face LTC exam	APS Face-to-Face LTC exam

#: If the Proposed Insured has had an exam with his/her attending physician within the last six months, with measured height and weight, blood and urine, we will be able to consider those results in lieu of a current paramed exam. If the Proposed Insured is applying for a lifetime EBR benefit and if the Proposed Insured has had an exam with his/her attending physician within the last six months, with blood and urine, we will be able to consider those results in lieu of the HOS and blood.

If the Proposed Insured has not seen a doctor in the past 2 years, we will require:

For ages 60 to 69, a para-med exam, HOS, Blood and EKG.

For ages 70 to 79, a face-to-face LTC exam, HOS, Blood and EKG.

HOS – Home Office Specimen APS – Attending Physician Statement

Face-to-Face LTC exam – Cognitive, Activities of Daily Living & Mobility tests (may be ordered through Portamedic or EMSI)

Client Assessment

- Can perform the ADLs
- Can perform the IADLs (instrumental activities of daily living)
 - Handling finances, housework, laundry, meal preparation, shopping, taking medications, mobility, transportation
- Able to function without assistance from another person
- Doesn't use mechanical devices
 - Examples: walker, wheelchair, oxygen, dialysis, etc.
- No signs of memory loss, confusion or forgetfulness
- All acceptable medical conditions are stable and well controlled, not severe, debilitating or progressive
 - Unstable condition is one in the process of a medical work-up, anticipating surgery, or in physical therapy.
- Pre-existing conditions
 - All pre-existing conditions disclosed during the application process are covered after coverage is approved.

Tax Information

- **Death benefit is generally income tax-free to the beneficiary**
- **Long term care benefit payments are not taxable income**
- **Monthly deductions for long term care are taxable to the extent they are deducted from gain**

Marketing TLC

- **Sales Support**
- **Sales Aids**


Sales Support

- Visit URL
- Dedicated team of external and internal wholesalers
- 866 4 GNW TLC (866 446.9852)

TLC Sales Aids

For producers

For consumers



Genworth[®]
Financial


**PLAN TODAY...SO YOU CAN
ENJOY TOMORROW**

**Total Living CoverageSM UNIVERSAL LIFE INSURANCE
WITH LONG TERM CARE BENEFITS**

Underwritten by
Genworth Life Insurance Company
Lynchburg, VA

2580020 0206

FOR PRODUCER/AGENT INFORMATION ONLY
NOT TO BE REPRODUCED OR SHOWN TO THE PUBLIC.



**GENWORTH FREQUENTLY DIALED
NUMBERS AND MAILING ADDRESSES**

Sales Support Teams
Fixed Life Sales Support for life & annuities –
888 325 5433, ext. 5555 or email
lynchburg_marketing@genworth.com

TLC Sales Support for linked benefit products –
866 4GNWTLC or email 4gnwtlc@genworth.com

LTCI Sales Support for long term care –
800 354 6902 or email sanwtl@genworth.com

Agent Services
Hot Line phone number for Licensing –
First Colony Life Insurance Company &
Genworth Life Insurance Company, American
Mayflower Life Insurance Company of New York
and Genworth Life Insurance Company of New
York.

888 325 5433, ext. 4949
Fax number: 434 948 5965
Image fax number: 434 948 5058

Email your status request for agent appointment to
liferequestimage@genworth.com indicate STATUS
and your GA code number on the Subject line of
the e-mail. Response will be sent within ½ business
day of receipt of the request. You can also email
agent paperwork to
lynchburg_licensing@genworth.com

Commission Accounting
Phone number: 888 325 5433, ext. 4307
Fax number: 434 948 5801
lyncom@genworth.com

Policy Holders Service
888 325 5433, ext. 5100

Mailing Instructions:
General mailing address:
Genworth Financial
3100 Albert Linkford Drive
Lynchburg, VA 24501

For Life New Business Applications –
add Attn: Life New Business Dept.

For Linked Benefits New Business Applications –
add Attn: TLC Touch Team

For Long Term Care New Business Applications –
add Attn: LTC New Business Dept.

For Annuities (First Colony Life, Genworth Life &
Genworth Life of New York) – refer to the welcome
site for a comprehensive address sheet to print for
your reference and review.

**When sending in any and all paperwork, please
clearly identify the department or team your
mail is intended for and display your GA code
on each package and application. This will help
prevent unnecessary delays during routing.**

**First Colony Life (Lynchburg, VA) and
Genworth Life (Lynchburg, VA) are licensed in
all states except New York.**

**Genworth Life of New York (New York, NY) and
American Mayflower Life (New York, NY) are
licensed in New York.**

1FL0258 0206

**FOR PRODUCER/AGENT INFORMATION ONLY.
NOT TO BE REPRODUCED OR SHOWN TO THE PUBLIC.**
©2006 Genworth Financial, Inc. All rights reserved.

Summary

- State-of-the-art linked benefit product
 - **Client maintains control of retirement assets while addressing the transfer of assets to the next generation and potential long term care needs**
 - **Underwritten by Genworth Life Insurance Company, rated A+ by A.M. Best Company**
 - **Nation's leading long term care insurance provider***
- Key advantages
 - **Robust Long Term Care Benefits**
 - **Extension of Benefits**
 - **Return of Premium Rider**
 - **Residual Death Benefit**
 - **Discounts**
 - **Inflation Protection Options**
 - **Waiver of Monthly Deduction**
 - **Guaranteed Minimum Benefit**
 - **Elimination Period**
 - **International Coverage**

**With TLC,
you can help
your clients plan today
so they can enjoy
tomorrow.**

* Life Plans Industry Survey, 2004. Based on number of policies issued.

Important Information

Total Living CoverageSM universal life insurance with long term care benefits is subject to the terms, issue limitations and conditions of Policy Form No. ULPLTCIPLGLI (11/05) et al. and Rider Form Nos. ULRABRIPGLI (11/05) et al., ULREBRIPGLI (11/05) et al., ULRROPIPLGLI (11/05) et al. and ULRGMBRIPGLI (11/05) et al. Policy, benefits and riders may not all be available in all states. Terms and conditions may vary by state.

Genworth Life is rated A+ (Superior) by A.M. Best, the second highest of sixteen ratings. This rating represents the opinion of A.M. Best of the insurer's financial strength and ability to meet ongoing obligations to policyholders and is not an implied warranty of the company's ability to meet its financial obligations. Rating is current as of 3/1/06.

Genworth Life is a member of the Insurance Marketplace Standards Association (IMSA). Membership promotes ethical market conduct for individual life insurance and annuity companies.

Insurance and annuity products:

- Are not deposits
- Are not insured by the FDIC or any other federal government agency
- Are not guaranteed by a bank or its affiliates
- May decrease in value

Important Information

Covered long term care expenses may be paid for a longer or shorter period than the ABR and EBR periods. Expenses may be paid for a longer period if the actual expenses paid are less than the Maximum Monthly LTC Benefit. Expenses may be paid for a shorter period because some services – support equipment, caregiver training and bed reservation – do not count toward the Maximum Monthly LTC Benefit

The death benefit payable is received by the subsection 101(a)(1) of the Internal Revenue Code unless the owner transfers it for value as provided in subsection 101(a)(2). Payments for covered care are not considered taxable income as provided in subsection 104(a)(3) of the Internal Revenue Code.

This policy is a Modified Endowment Contract (MEC) unless it is issued in exchange for a life insurance contract entered into before June 21, 1988. Partial withdrawals and policy loans taken from a MEC are taxable under Federal income tax law to the extent that there is any gain in the policy. An additional tax of 10% of the taxable amount may be payable unless the owner is at least 59½ or satisfies another exemption from payment of the additional tax.

LTC benefit payments made under the terms of a contract federally tax-qualified under section 7702B(b) are not subject to federal income tax. These benefit payments must be reported to the IRS on form 1099-LTC. Monthly charges for the LTC coverages are considered to be withdrawals and reportable on Form 1099 to the extent that there is any gain in the contract in excess of the owner's income-tax basis.

If this policy is exchanged for a contract entered into before June 21, 1988, partial withdrawals are taxable to the extent that there is any gain in the policy above the owner's income-tax basis (usually premiums paid). Policy loans are taxable upon lapse or surrender of the policy to the extent that there is any gain in the policy. The additional tax that could be payable with respect to MEC's does not apply.

The company has provided this information to help producers understand the ideas discussed. Any examples are hypothetical and are used only to help producers understand the concepts of the policy. What the company says about legal or tax matters is its understanding of current law, but the company is not offering legal or tax advice. Tax laws and IRS administrative positions may change. This material is not intended to be used by any taxpayer to avoid any IRS penalty. Your clients should consult independent tax and legal professionals for advice based on their particular circumstances.

