

## Short-term Care insurance

A reference for marketing  
and sales professionals

### **How does Wellabe's Short-term Care (STC) insurance differ from competitors' plans?**

Many plans exist that cover home recovery instances. But Wellabe's plan not only has great benefits for that, but our plan also was designed to help clients age in place. Clients will have peace of mind knowing they're well protected and well prepared if an illness or accident that requires recovery time occurs or if they need assistance as part of the aging process.

Our plan is designed to provide limited long-term care insurance coverage for less than 12 consecutive months for each policyholder who receives covered services provided beyond acute care. It also pays for benefits based upon cognitive impairment or the loss of functional capacity.

Wellabe's Short-term Care insurance also stands out because it offers Adult Day Care, Nursing Facility Care, and Limited Benefit riders and a one-time restoration of benefits after 180 days on its plans and Home Improvement and Care Coordination benefits for those who qualify.

### **When would a client use Short-term Care insurance?**

STC plans help those who have faced a health situation that caused them to no longer have the ability to perform at least two activities of daily living (ADLs) or caused cognitive impairment, such as memory loss, that would require them to go on a care plan from a medical professional. Once on a care plan, the client can submit insurable claims for in-home or nursing facility assistance they receive.



## What are the ADLs?

Activities of daily living (ADLs) are toileting, bathing, dressing, transferring, eating, and continence.

## How long does STC last?

The client can choose between 90–360 days of service with the Essential Care and Essential Care Plus plans. For example: A client chooses a 180-day benefit period and gets home health care three times per week every week. This client would have 60 weeks of care.

180 service days / 3 times per week = 60 weeks

In addition, clients can add a Nursing Facility Care benefit rider that can essentially increase their benefit if they're confined to a facility, such as a nursing home or assisted living.

## How can agents start the STC conversation?

You can ask popular lead-in questions during fact-finding, such as, “Do you have Long-term Care insurance?”, “Do you know the difference between Short-term Care and Long-term Care insurance?”, or “Who will you have to take care of you if you can't take care of yourself?” Then, you can explain Short-term Care insurance was designed to help those unable to qualify for or afford Long-term Care insurance. Short-term Care insurance has fewer restrictions for qualification and types of care it covers. It includes both medical and non-medical help.

## FIND OUT MORE

- [Wellabe.com/signin](https://wellabe.com/signin): Visit the agent portal.
- [Wellabe.com](https://wellabe.com): Learn more about all Wellabe's products.

## PLAN HIGHLIGHTS

- Issue ages: 40–89
- Health questions: 11
- Unisex rates
- \$500 Household Improvement indemnity benefit included
- \$500 Care Coordination indemnity benefit included

## OPTIONAL RIDERS

- Nursing Facility Care
- Nursing Facility Care with Inflation Protection
- Inflation Protection: can be added to base Home Health Care benefit
- Adult day care
- Return of premium

## GENEROUS DISCOUNTS

- Household discount
  - 7% one applicant who lives with someone over 40 years old
  - 14% two people over 40 years old apply and are issued Short-term Care policy
  - 5% policy issued with Limited Benefit Rider
- Multiple policy discount
  - If also apply for or already have a Wellabe Medicare Supplement policy, eligible for 5% discount