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Medico Insurance Company A Wellabe Company

# Prepare today to make a better tomorrow

Short-term Care Insurance<sup>1</sup>



## Why Short-term Care insurance?



### Extended care services<sup>2</sup>

## NEED FOR LONG-TERM CARE SERVICES:

70% chance for those turning 65

## NEED FOR AT-HOME PAID CARE:

42% of people need less than 1 year

## NEED FOR ANY CARE IN FACILITIES:

Nearly 40% of people need less than 1 year

#### **Extended care costs**

#### The estimated national average costs are:3

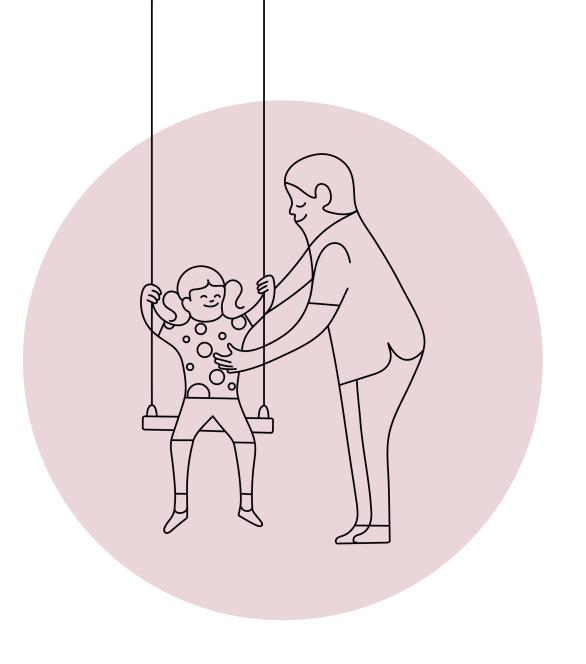
- \$253 a day or \$7,698 per month for a private room in a nursing home
- \$119 a day or \$3,628 per month for care in an assisted living facility (one-bedroom unit)
- \$44 per hour for a RN, \$31 per hour for a LPN, \$20.50 per hour for a health aide
- \$20 per hour for homemaking services

Average American may pay \$120,900 in future extended care costs<sup>4</sup>



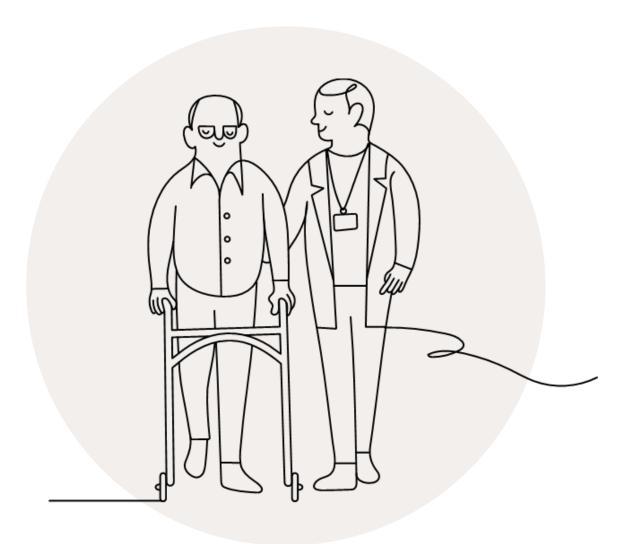
## Short-term Care insurance fills gaps

- Preparing for retirement
- Medicare<sup>5</sup>
  - Doesn't cover custodial care
  - Part A copays
  - Part B deductible
- Long-term Care insurance



## Short-term Care plan basics





#### Extended care coverage

- Issue ages 40–89
- Coverage for in-home services
- Both medical and non-medical help
- \$10-\$300 daily benefit up to 360 days<sup>6</sup>
- Receive full benefit amount per day
- One-time restoration of benefits

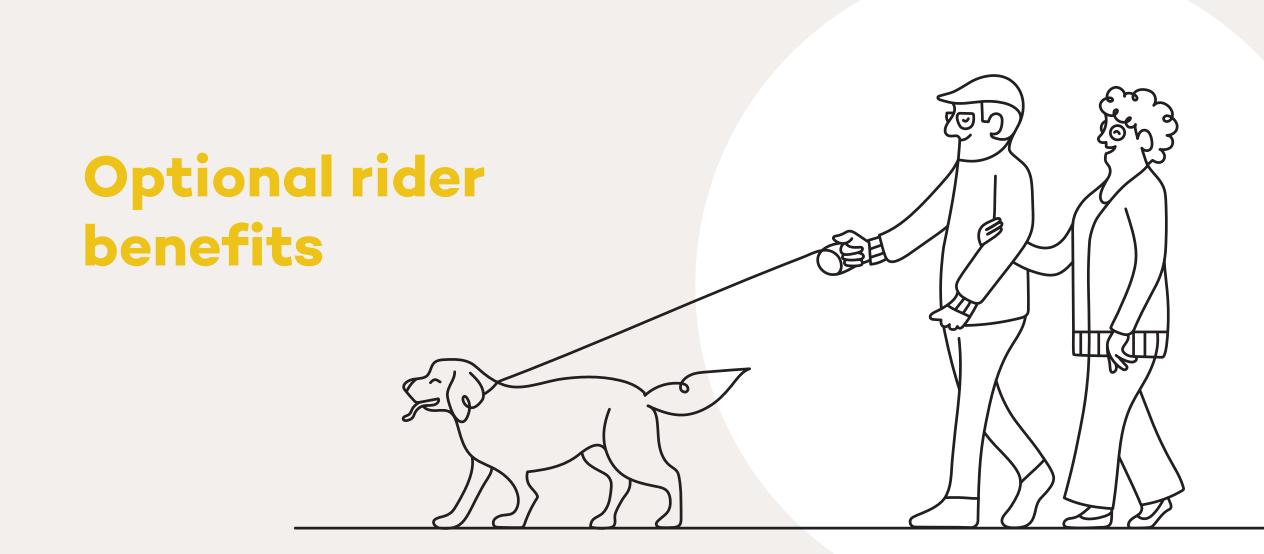
### Plan highlights

#### HOUSEHOLD IMPROVEMENT

- \$500 indemnity benefit
- Home modifications, such as installing ramps, widening doorways or hallways, modifying a bathroom, etc.

#### **CARE COORDINATION**

- \$500 indemnity benefit
- Help setting up a care plan when needed



Nursing Facility Care benefit rider

 Daily benefit up to \$500 per day for up to 360 additional days of care in a facility<sup>6</sup>

21-day bed reservation benefit

Eligible for one-time benefit restoration



Nursing Facility
Care rider with
Inflation Protection

- Same benefits as Nursing Facility Care rider
- Also increases daily benefit amount by 5% of the original daily benefit on each policy anniversary



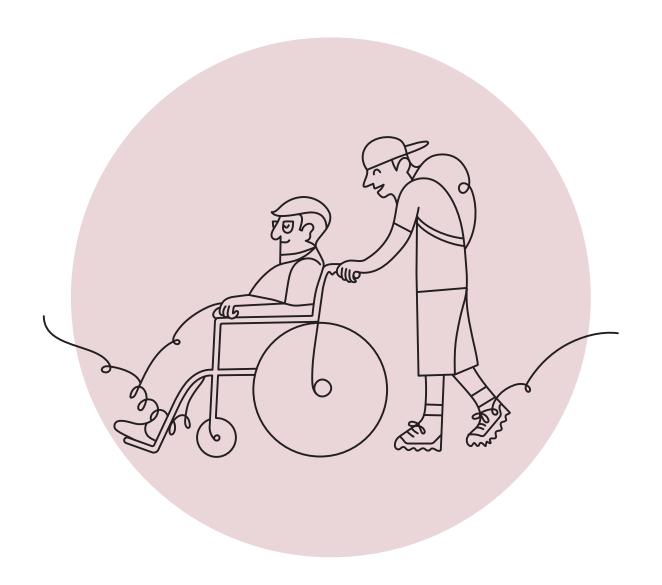
## Inflation Protection rider

- Add to Home Health Care Benefit
- Increases daily benefit amount by 5% of the original daily benefit on each policy anniversary



## Adult day care rider

- Pays \$50 per visit up to 20 visits
- Eligible for one-time benefit restoration



## Return of premium rider

## Portion of premium is returned if the policy is terminated:

- 10 years: 25% of premium is returned
- 15 years: 35% of premium is returned
- 20 years: 50% of premium is returned



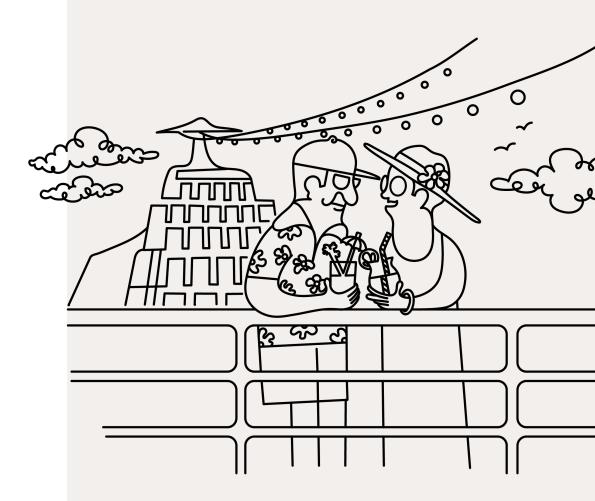
### Valuable discounts

#### 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

#### Multiple policy discount<sup>7</sup>

• If also apply for or already have a Medicare Supplement policy, eligible for 5% discount



### **Customer resources**

#### Mobile app and customer portal

- Access mobile ID cards
- View plan coverage details
- Submit claims directly
- Find a nearby provider
- Receive support quickly from Customer Success directly from the app
- Retrieve their agent's contact information
- Wellabe.com/Customer-Resources



#### **Footnotes**

- 1. The Short-term Care product is called Home Health Care Insurance Policy in Iowa.
- 2. U.S. Department of Health & Human Services. https://acl.gov/ltc/basic-needs/how-much-care-will-you-need. 2020.
- 3. U.S. Department of Health & Human Services. "Costs of Care". https://acl.gov/ltc/costs-and-who-pays/costs-of-care. Viewed June 2023.
- 4. Risks and Financing, 2022 Research Brief ASPE. Published August 2022. https://aspe.hhs.gov/sites/default/files/documents/8f976f28f7d0dae32d98c7fff8f057f3/ltss-risks-financing-2022.pdf
- 5. U.S. Department of Health & Human Services and Centers for Medicare & Medicaid Services. "Medicare and You" handbook. <a href="https://www.medicare.gov/Pubs/pdf/10050-medicare-and-you.pdf">https://www.medicare.gov/Pubs/pdf/10050-medicare-and-you.pdf</a>. 2023.
- 6. The benefit is available up to 270 days in Idaho.
- 7. The multiple policy discount is not available in Ohio.

## Thank you

**Policy forms:** STC23; STC23(CO); STC23(IL); STC23(MI); STC23(MO); STC23(TX); STC23(NC); STC23(OH); STC23(SD); STC23(WY)

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