



LIVINGCARE® SHARED COVERAGE

Sharing your life. Sharing your dreams.
Sharing your coverage.

THE MANUFACTURERS LIFE INSURANCE COMPANY

 **Manulife**
| Insurance



Life, they say, is meant for the living. And for many couples, the years just prior to retirement are some of the best. You can look back with fondness at the memories you've shared, and look forward to the retirement that you and your partner will share in the future.

Your vision of retirement comes from what you've shared as a couple. Do you picture a long-planned trip, a second home or simply long leisurely days enjoying each other's company? Whatever picture you have in your mind, have you considered what will happen if your retirement doesn't go as you planned? Have you thought about what your future will be like if you're not able to take care of yourself? Have you planned for long term care such as nursing care or home care services?

Putting a plan in place to deal with this possibility is a life choice that makes sense. Manulife has the solution.

LivingCare long term care insurance.

A LivingCare policy helps you pay for long term care and services, which means you may not have to rely on your family for financial help or hands-on care – or both. It gives you and those you care about the opportunity to spend quality time together.

What is LivingCare?

LivingCare insurance pays you a monthly Care Benefit should you become functionally dependent and unable to care for yourself. After you satisfy a waiting period, you will receive monthly benefits that can be used to help pay for home care services or facility care.

Functional dependence means that you require substantial assistance with two of six Activities of Daily Living, or substantial supervision because of a cognitive impairment, such as Alzheimer's disease. The six Activities of Daily Living are:

- Bathing
- Eating
- Dressing
- Toileting
- Transferring
- Maintaining continence

Contact your advisor for more details about what we mean by functional dependence, Activities of Daily Living and cognitive impairment.

The LivingCare advantage

The monthly Care Benefit is yours to use however you want, whether you're being cared for at home or in a long term care facility. With LivingCare, your monthly Care Benefit doesn't depend on the actual costs of care – you don't have to report how you're spending the money. You receive your benefit and choose how and when to spend it – you can even use it to pay a family member or friend who's helping care for you.

Sharing your coverage

Only Manulife's LivingCare offers the **Shared Coverage** option. This innovative feature allows you and your partner to share a common "pool" of money to draw from if either or both of you become functionally dependent. If one of you needs more long term care than the other, you can draw on your partner's share of the coverage.

Our **Shared Coverage** option offers other special features:

Full access to remaining coverage – if an insured person dies, the surviving partner has access to the full amount of remaining coverage. We'll then recalculate the premium on a single life basis

Two optional riders – the Inflation Protection Rider which helps protect the purchasing power of your benefits and a Return of Premium on Death Rider which can refund a portion of your eligible premiums after the death of the last surviving partner

Care where you choose – if you're able, you can stay in your own home or, if you're receiving care in a facility, we'll double your benefit to help cover the generally higher cost of this more formal type of care

Care support services – an extra benefit to help you and your loved ones navigate the long term care delivery system in your local area

Splitting coverage – in case you ever need it, you can split the policy into two separate policies

Waiver of Premium – we'll pay your premiums while either you or your partner are receiving benefits

 Only Manulife's LivingCare offers the **Shared Coverage** option.

Let's take a look at this example:



Les and Sherily, both age 60, are planning for retirement and their advisor shows them Manulife's LivingCare with the Shared Coverage option:

MANULIFE LIVINGCARE PLAN



\$300,000 policy with the 0.5% Benefit Option



\$1,500 monthly Care Benefit if care is received at home, and double that if their care is in a facility



Shared Coverage option



90 day waiting period



Inflation Protection Rider (increases their benefits by 2% per year starting from when their policy is issued)

Monthly premium is \$529.80

Why the Shared Coverage option?

The Shared Coverage option provides Les and Sherily with much more flexibility than purchasing two single life plans. And it's a more efficient solution for couples' long term care planning, since it's impossible to predict which spouse might one day require long term care. The beauty of the Shared Coverage option is that the benefits are available to Les or Sherily, or both at the same time. With two separate plans, Les and Sherily would be far less likely to utilize all the long term care benefits they purchase.

HERE'S WHY

Les and Sherily purchase two separate, single life plans

Chances of Les needing long term care **48.4%**

Chances of Sherily needing long term care **64.2%**

Chances of both spouses needing long term care **31.1%**

Les and Sherily purchase a Shared Coverage plan

Chances of Les or Sherily (or both) needing long term care **81.5%**

Figures shown are based on the probabilities of a 60 year old male or female who haven't needed care in the past requiring long term care in their remaining lifetime. Assumes no waiting period. Source: Munich Re.

Key advantages of Shared Coverage for Les and Sherily

- The \$300,000 pool of long term care benefits is shared by Les and Sherily. Either of them, or both, can be eligible for a \$1,500 monthly Care Benefit for home care, or double that for facility care
- Up to 200 months (16 years, 8 months) of benefits are available for home care. If care is received in a facility, benefits are accelerated and paid in up to 100 monthly payments
- While either Les or Sherily are receiving benefits, the full premium of \$529.80 per month is waived
- The coverage can be split into two individual policies* of \$150,000 each in the event of divorce
- If Les passes away before Sherily, the \$300,000 LivingCare policy would simply continue for her as a single life plan, with the remaining pool of long term care benefits. Her monthly premium would be revised* to \$349.09
- If Sherily passes away before Les, the \$300,000 LivingCare policy would simply continue for him as a single life plan, with the remaining pool of long term care benefits. His monthly premium would be revised* to \$233.53

Prepare for your future now with Shared Coverage

For Les and Sherily, the Shared Coverage solution takes the guesswork out of buying long term care insurance – it can for you too! Simply talk to your advisor to get your Shared Coverage.

Put your trust in Manulife

Manulife is a leading Canada-based financial services company with principal operations in Canada, Asia, and the United States. Since welcoming our first customers in 1887, we have built a significant global presence by providing our customers with strong, reliable, trustworthy and forward-thinking solutions for their most significant financial decisions.

* Revised premiums would be based on original ages and premium rates, subject to any changes in premium that have occurred for policies in force.



Prepare for your future now with Shared Coverage.



LivingCare is sold by, and is a registered trademark of, Manulife (The Manufacturers Life Insurance Company). Manulife, Manulife Insurance, the Block Design, the Four Cube Design, and Strong Reliable Trustworthy Forward-thinking are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under licence.

MK2186E 01/16