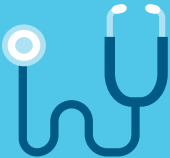


Help Producers Better Understand the Differences Between LTC and CI Riders

Enable them to guide clients through the options available to help with the potential financial strain of a chronic illness.

How Will Your Clients Pay for Long-Term Illness Care?

About
8 in 10
older adults



have at least one chronic disease.

<https://www.ncoa.org/news/resources-for-reporters/get-the-facts/chronic-disease-facts/>



Medicare
pays \$0

for **long-term care** services beyond 100 days

Centers for Medicare & Medicaid Services, "Medicare coverage of Skilled Nursing Facility Care" 03/20/15



\$43,200

Assisted Living Facility
2015 Annual Median Cost

Genworth 2015 Cost of Care Survey, Home Care Providers, Adult Day Health Care Facilities, Assisted Living Facilities and Nursing Homes; 03/20/15

How to Get Started



1. **Visit the web:** Leverage LTC vs CI resources and information available to develop your training program - **Product & Sales Tools page** on RetireStronger.com/Producers/Resources



2. **Email producers:** Provide training resources to become more familiar with the differences between LTC and CI solutions as well and product solutions that fit your client's needs: **Download email**.



3. **Contact your American General Life Insurance Representative:** Set up a training webinar today with one of our experts to explore the differences between LTC and CI.



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California residents should be provided the "California Resident Supplemental Information" flyer on the Accelerated Access Solution (AGLC108547).

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