



Long-Term Care Insurance From New York Life Insurance Company

The Company You Keep®

A Quality Company To Help Protect Your Quality Of Life

*Because You Have
So Much To Protect*

*Your
Lifestyle...*

*Your
Dignity...*

*Your
Family...*

*Your
Financial Independence...*

You've worked hard to get where you are today. And chances are, you have a good idea about the kind of life you'd like to lead 10, 20...even 30 years from now. But no matter how carefully you plan, and how much money you set aside, there's no way to know exactly what the future has in store.

The fact is, not all of us will be able to maintain a healthy, active lifestyle, and that many of us – at some time or another – may need the kind of daily assistance that long-term care insurance coverage provides.

What Is Long-Term Care Insurance?

Much like auto, home or life insurance, long-term care insurance policies are designed to pay out a predetermined benefit should something unfortunate happen. In this case, the benefit will help pay for the physical care and day-to-day living assistance you may need if confronted by a lengthy illness, severe accident, or effects of aging.

Given the rising cost - and demand - for these services, a Long-Term Care insurance policy may help contribute to the financial independence, security and peace-of-mind of those who want to protect their assets, and future quality of life.

Levels Of Care	Examples Of Service Covered
In-Home/Family Care	<i>Respite For Family Caregiver, Medical Equipment</i>
In-Home Assistance	<i>Visiting Nurses, Homemakers, Home Health Aids</i>
Community Care	<i>Adult Day Care</i>
Assisted Living Facility	<i>Custodial Care, Medication Management</i>
Nursing Facility	<i>Skilled Nursing, Intermediate & Custodial Care</i>



For many, one of the most appealing aspects of long-term care insurance is its ability to allow you the dignity of determining your own level of care.

What Kind Of Services Are Covered?

Since aging is a gradual process, it's unlikely that you will suddenly wake up one day needing nursing home care. Instead, most people go through several stages of care; a progression that begins with in-home care and may – or may not – lead to a skilled nursing facility. In between, there are a host of services available to help the policyholder and their family members enjoy as much independence as possible. A quality long-term care insurance policy will take this into account, and be ready to help ease the transition from one stage to another.

It may be cheaper to pay long-term care insurance premiums than to set aside enough funds to cover the entire loss you may sustain due to a chronic illness and extended period of care. What's more, the funds you would have had to set aside as a reserve to pay for potential long-term care cost may now be available to use elsewhere or pass along as a gift to your children or grandchildren.

• **Misconception On Government Aid and Health Insurance:** Many believe they already have protection, however private health plans offer limited protection for nursing home care services and Medicare pays for temporary care required after hospitalization.

Medicaid may be available to individuals who meet strict state and federal income and asset requirements, but Medicaid is not intended as a long-term care funding entitlement. Many people who need long-term care may not qualify for Medicaid assistance ¹

• **Reduce The Stress On Your Loved Ones:** Having a relative in need of long-term care may place stress on the family – physically, emotionally and financially. In many cases, a spouse or child becomes the caregiver for their aging loved one. Others, may provide financial support for needed services out of their own pocket. Either way, the impact may be substantial.

Many family members place their careers on hold while caring for a loved one, or cut back on the number of hours worked. And, as a result of the physical and emotional demands they face, caregivers often experience a decline in their own health as well.

¹ National Association of Insurance Commissioners. A Shopper's Guide to Long-Term Care Insurance. Page 5, 2003.

How Much Can I Expect To Pay?

The price of long-term care insurance varies greatly, depending on your age, the terms of your policy, and the underwriting company. While you may not want to buy the most expensive plan on the market, history has shown that you should also be wary of low-cost plans. Since rates on long-term care insurance products are not guaranteed, some companies may offer a lower price now - only to raise the premiums later according to policy provisions.

As a result, you should always examine the financial standing, ratings, and rate history of any company offering these products, and make sure you are dealing with a reputable company that is less likely to raise your premiums.



What Should I Look For In A Policy?

Comparing long-term care insurance policies can be a challenge. In many cases, the benefits, features, options and underwriting practices vary dramatically – even within the same company. To help you evaluate each policy and each company, and make sure you are comparing “apples-to-apples,” we have provided the attached questionnaire. We hope you find it helpful, and wish you the best of luck in making this important decision.

Am I Too Young To Think About Long-Term Care Insurance?

In many ways, long-term care insurance makes as much sense for people in their forties and fifties, as it does for people who are retired. Here's why.

- **The High Cost Of Waiting:** Like life insurance, the premiums on Long-Term Care Insurance policies are based in part on your age at the time of purchase, and are therefore more affordable the earlier you buy.
- **Higher Likelihood Of Un-Insurability:** The longer you wait to secure coverage, the greater the chance that you will develop a health problem that may make your coverage more expensive – or difficult to obtain.
- **An Early Need:** No matter what your age, there's always the chance that you may fall victim to a sudden accident or chronic illness. Should this occur, your need for protection may actually be greater than that of an elderly person.

Long-Term Care Insurance Makes Sense For:

- Working families who want to protect their lifestyle and assets.
- Retirees & pre-retirees who want to preserve their nest egg and financial independence.
- Concerned parents who don't want to become a physical or financial strain to their children.
- Adults who want to make sure their elderly parents receive the quality care they deserve.
- People who want to take control of their future.



10 Questions:

Evaluating Your LTC Insurance Purchase

As of January, 2003, six of the ten leading long-term care insurance providers have already raised policyholder rates at least once,² while New York Life Insurance Company has never requested an increase.³

1. Is the issuing company a member of the Fortune 500 or other reputable corporate listing?
 Yes No
2. Does the policy pay for skilled, intermediate and custodial care?
 Yes No
3. How long has the company been in business?
4. Has the insurance company raised its premiums on existing Long-Term Care insurance policies?
 Yes (How Often?) No
5. What kind of facilities and services are covered in the base plan?
 In-Home Care Hospice Care
 Respite Services Skilled Care In A Nursing Facility
 Adult Day Care Assisted Living Facility/Residence or Residential Care Facility
6. Does the policy give you a choice of benefits for home health care?
 Yes No
7. Does the policy cover Alzheimer's disease and other neurological disorders?
 Yes No
8. Does the policy offer a variety of inflation protection options?
 Yes (At What Rate Of Increase?): No
9. Does the policy offer a choice of maximum lifetime or daily benefits?
 Yes (List Maximums Offered): No
10. Does the policy give you a choice of waiting and elimination periods before you can collect benefits?
 Yes (List Durations): No

² Vincent, Lynn. July, 2003. LTCi What You Need to Know Now. Advisor Today Magazine. Volume 98, Number 7. Page 37.

³ While our past history does not guarantee that rates will not need to be increased in the future, we have designed, priced and underwritten our policies with future rate stability in mind.



Why Should I Consider New York Life Insurance Company?

When comparing long-term care insurance policies, one of the most important factors to consider is the quality of the company providing your coverage. This is particularly true when you realize that – unlike auto or health insurance – long-term care insurance is often purchased for an event that may be 20, 30 ...possibly even 40 years away. That's why it's essential you make sure that the company you select to help protect your future will still be around at the time you need to collect benefits.

Here are just a few reasons why New York Life Insurance Company would make an excellent choice:

- **History & Experience:** As one of America's oldest and most stable insurers, New York Life Insurance Company knows how to plan for the future and to accurately assess the risks to our policyholders and company. In fact, we've helped protect America's families since 1845, and have honored our obligations through two World Wars, The Great Depression, several recessions and countless natural disasters.

- **Financial Strength:** New York Life Insurance Company remains a fixture in the Fortune 500 ranking of largest companies by revenue, and continues to receive among the highest ratings for financial strength from the leading independent rating services: A.M. Best, A++, Fitch, AAA, Standard & Poor's, AA+ and Moody's, Aa1.⁴

- **Mutuality:** While several other insurance companies have recently elected to go public, New York Life Insurance Company remains steadfastly mutual. Why? By remaining a mutual insurance company, we may continue to manage for the long term, instead of the quarter-to-quarter orientation often demanded by stockholders. Most importantly, this commitment to mutuality tells our policyholders that they are – and always will be – our first priority.

"As a mutual company, we are able to focus on what really matters: making sure we are here, strong and stable, 30, 40 or 50 years from now to honor the commitments we make to our policyholders."

*- Sy Sternberg
Chairman, New York Life
Insurance Company*

- **Flexibility:** At New York Life Insurance Company, our long-term care insurance is as flexible as it is comprehensive. While our base plan covers a wide range of services, we also give you the freedom to personalize your coverage based on individual needs and preferences (see below).

- **Innovative Features & Options:** As a leader in the insurance industry, New York Life allows policyholders to select from a variety of unique features and riders. For example, we've developed an alternative to traditional inflation protection options. New York Life Insurance Company's CPI-U Benefit Increase Offer, available as a rider, increases the policy benefits using an inflation factor determined by the Consumer Price Index for Urban Measures. You have the flexibility to decide each year if you want to accept the increase and the corresponding benefit and premium increases. It's your choice.

⁴ New York Life Insurance Company & New York Life Insurance and Annuity Corporation; A++ from A.M. Best (Rating Affirmed May, 2003), Aa1 from Moody's (Rating Affirmed July, 2003), AA+ from Standard and Poor's (Rating Affirmed July, 2003), AAA from Fitch (Rating Affirmed June, 2003) for financial strength.



Long-Term Care Insurance

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New York Life Insurance Company's individual tax qualified Long-Term Care Insurance policies are issued on policy form series ILTC-5000, FLTC-5000, INH-5000 and FNH-5000. The actual policy form numbers vary by state and are identified with the two-letter state identifier and an edition number. Examples: for Idaho ILTC-5000 (ID) (1001) and INH-5000 (ID) (1001) and for Pennsylvania ILTC5000 (PA) (1001), FLTC-5000 MLP (PA) (0503), INH-5000 (PA) (1001) and FNH-5000 MLP (PA) (0503). INH-5000 or FNH-5000 series are not available in OR, RI, or VT. The policies contain some benefit eligibility restrictions, other limitations and exclusions, as well as terms under which the policies can be continued in force or discontinued, that are common in the industry. Policy benefits are subject to daily as well as lifetime maximum benefits. Benefit eligibility is contingent on a chronic illness certification and a written plan of care. The provider must be an eligible provider for the qualified long-term care and services being provided. The policy may not cover all expenses for long-term care needs. It is advisable to review the outline of coverage and the issued policy for specific details. For costs and complete details of the coverage, call or write your insurance agent or the company.