MEDICAL MONTHLY PREMIUMS FOR 2013
The premiums include a small administration fee for the ISU Benefits Office. This fee, implemented in 2010, is for the cost involved with providing service to our retiree participants.

<table>
<thead>
<tr>
<th>Plan Tier (price includes prescription coverage of Express Scripts and/or Humana)</th>
<th>PPO and Rx</th>
<th>HMO and Rx</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Retiree Only</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not Medicare eligible</td>
<td>$498.00</td>
<td>$482.00</td>
</tr>
<tr>
<td>Medicare eligible</td>
<td>$264.00</td>
<td>$252.00</td>
</tr>
<tr>
<td><strong>Retiree and Spouse or Partner</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Two not Medicare eligible</td>
<td>$1,136.00</td>
<td>$1,105.00</td>
</tr>
<tr>
<td>One with Medicare, one without Medicare</td>
<td>$761.00</td>
<td>$733.00</td>
</tr>
<tr>
<td>Two Medicare eligible</td>
<td>$527.00</td>
<td>$503.00</td>
</tr>
<tr>
<td><strong>Retiree and Child(ren) only</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retiree is not Medicare eligible</td>
<td>$887.00</td>
<td>$865.00</td>
</tr>
<tr>
<td>Retiree is Medicare eligible</td>
<td>$653.00</td>
<td>$635.00</td>
</tr>
<tr>
<td><strong>Family-Retiree, Spouse or Partner &amp; child(ren)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retiree is not Medicare eligible</td>
<td>$1,455.00</td>
<td>$1,405.00</td>
</tr>
<tr>
<td>Retiree is Medicare eligible</td>
<td>$1,221.00</td>
<td>$1,175.00</td>
</tr>
</tbody>
</table>

DENTAL RATES FOR 2013

<table>
<thead>
<tr>
<th>Plan Tier</th>
<th>Basic Plan</th>
<th>Comprehensive Plan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retiree</td>
<td>$26.00</td>
<td>$42.00</td>
</tr>
<tr>
<td>Retiree &amp; Spouse or Partner</td>
<td>$56.00</td>
<td>$103.00</td>
</tr>
<tr>
<td>Retiree &amp; Child(ren)</td>
<td>$63.00</td>
<td>$108.00</td>
</tr>
<tr>
<td>Family</td>
<td>$71.00</td>
<td>$122.00</td>
</tr>
</tbody>
</table>
**Medicare Part B premiums by income**

You pay a Part B premium each month. Most people will pay the standard premium amount. However, if your modified adjusted gross income as reported on the IRS tax return from 2 years ago is above a certain amount, you may pay more.

<table>
<thead>
<tr>
<th>If your yearly income in 2011 was</th>
<th>You pay (in 2013)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>File individual tax return</strong></td>
<td><strong>File joint tax return</strong></td>
</tr>
<tr>
<td>$85,000 or less</td>
<td>$170,000 or less</td>
</tr>
<tr>
<td>above $85,000 up to $107,000</td>
<td>above $170,000 up to $214,000</td>
</tr>
<tr>
<td>above $107,000 up to $160,000</td>
<td>above $214,000 up to $320,000</td>
</tr>
<tr>
<td>above $160,000 up to $214,000</td>
<td>above $320,000 up to $428,000</td>
</tr>
<tr>
<td>above $214,000</td>
<td>above $428,000</td>
</tr>
</tbody>
</table>

To get more information about your Part B premium, contact Social Security.

**Ames Social Security Office**

*THE OFFICE IS LOCATED ON UNIVERSITY BLVD, SOUTH OF US HIGHWAY 30, IN FRONT OF THE HOLIDAY INN. THE CYRIDE BROWN ROUTE STOPS IN FRONT OF THE BUILDING.*

Phone (Local) : 1-866-899-1928  
Phone (Nat'l) : 1-800-772-1213  
TTY : 1-515-292-3075

Or go on line to: ssa.gov
Choosing Early or Normal-Age Social Security Benefits: Factors to Consider

By Thomas Walsh, TIAA-CREF Institute Visiting Scholar and Former President and CEO, TIAA-CREF Life Insurance Company

If you're nearing retirement, you may be wondering whether it's better to start Social Security benefits early (receiving a reduced benefit as early as age 62) or to wait until normal retirement age. For most people, there's no major financial difference; the discounted value of the financial benefits under the two scenarios does not differ significantly. Often, other factors such as health or cash needs can play a bigger role in making the decision. To better understand how all this works, let's take a look at how Social Security calculates normal and early benefits.

Calculating Normal and Early Benefits

Your Primary Insurance Amount (PIA) is calculated at age 62 from your earnings history and is used as the basis for determining income benefits at the selected starting date. Inflation adjustments based on the Consumer Price Index (CPI) are made to this amount starting from age 62 onward. If you choose to start benefits before the normal retirement age, you'll receive payments that are reduced by 5/9 of 1% per month for the first 36 months of early retirement and by 5/12 of 1% for each additional month beyond 36. The normal retirement age is gradually increasing to age 67. See the table at the end of this article for the schedule of increases in full retirement age and the percentage of full-retirement age benefits that would be paid to someone electing benefits at age 62, depending on one's year of birth.

Key Considerations

There are a few key considerations that can help you evaluate when to start Social Security benefits.

Your Life Expectancy: Social Security benefits are paid to you as lifetime income. The basic tradeoff in benefits is that if you start early, you receive a lower monthly payment over a longer period of time. Conversely, if you wait until the normal age, your monthly payments will be higher but will be paid over a smaller number of remaining years.

So, if you're basically healthy and have a reasonable expectation of above average longevity, you might be better off waiting until the normal retirement age and receiving the higher monthly payments. On the other hand, if you have concerns that you might not reach your normal life expectancy, you'd probably be better off starting the payments early.

Your Financial Needs: Another obvious consideration is whether you'll need money sooner – perhaps for daily living expenses or for a special purpose – or whether you have other resources and can afford to leave your benefits to accumulate for use later. If you're going to need the money as soon as possible, then taking early benefits is the logical choice. But if you don't necessarily need the benefits right away, it might be to your financial advantage to hold off.

Your individual tax rate on benefit earnings and the assumed earnings rate on the benefits: The earnings rate and the tax rate on your benefits should be considered in your decision to start or not start early retirement benefits. A 9% pre-tax earnings rate translates to an 8.1% after-tax rate for someone in a 10% tax bracket, but it translates to only 4.95% for someone paying taxes at a 45% rate. In other words, if you're in a very high tax bracket, you'll get greater tax deferral benefits by waiting to begin Social Security. If you're in a low tax bracket, you'll get the full use of your earnings and therefore gain more from starting early. In short, a high after-tax return tilts the scale more toward starting benefits early; a low after-tax return tilts it toward waiting until normal retirement age.
What about your spouse? In general, the factors affecting an early retirement decision for a spouse would be the same as for a worker. A spouse choosing normal retirement age payments based on his/her worker spouse's benefits receives 50% of the worker's benefits while both are still alive. After one of them dies, the other receives the full worker's benefits. However, a spouse choosing early benefits receives a larger actuarial reduction than a worker choosing early benefits, 25/36 of 1% per month versus 5/9 of 1%. That difference tilts the spouse's decision more in the direction of waiting until normal retirement age. If your spouse is eligible for higher benefits based on his/her own earnings rather than yours, then he/she might consider taking a reduced level of spousal benefit at age 62 and then switching to receiving benefits based on his/her earnings record after reaching normal retirement age. There's no offset for collecting these early retirement benefits so it's smart to take advantage of this.

For surviving spouses, early benefits are not reduced as much as they are for workers or for spouses where both husband and wife are still living. Therefore, persons eligible to receive survivorship benefits should seriously consider starting benefits early; this becomes even more advantageous as the normal retirement age moves toward 67.

The Bottom Line

Most of the time, you'll probably be slightly better off from a financial standpoint waiting until normal retirement age to start receiving benefits. For example, assuming a 9% earnings rate, 20% tax rate, 3% CPI, and total lifespan of 88 years for a person currently age 65, the present value at age 62 of expected lifetime benefits for someone who begins benefits at age 65 ½ is about $146,000, compared to about $143,000 if payments begin at age 62. And the longer the person lives beyond his or her life expectancy, the greater the financial rewards for having waited until normal retirement age to start benefits.

Since it is difficult to predict the returns that you might earn on your Social Security benefits, particularly if the investment mix includes equities, it's really your tax rate that often proves to be the most reliable and useful factor in making the decision. As noted, the higher your tax rate, the more benefit you'll receive by waiting, assuming you're equipped financially to delay receiving benefits.

In the end, whether you decide to take early or normal retirement age benefits, the financial ramifications for most people – as long as they anticipate a normal life expectancy – aren't that significant. If you need money sooner, or aren't in perfect health, you can opt for the early benefits. If you don't need the money right away, then you're generally better off waiting to take the full benefits at normal retirement age, especially if you are in a higher tax bracket. The most notable exception occurs for a surviving spouse, whose early election benefits are not reduced as much as those for a spouse whose partner is still alive.

### Age to Receive Full Social Security Benefits

<table>
<thead>
<tr>
<th>Year of Birth</th>
<th>Full Retirement Age (FRA)</th>
<th>Age 62 Benefits As % of FRA Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>1937 or earlier</td>
<td>65</td>
<td>80%</td>
</tr>
<tr>
<td>1938</td>
<td>65 and 2 months</td>
<td>79 ½%</td>
</tr>
<tr>
<td>1939</td>
<td>65 and 4 months</td>
<td>78 ½%</td>
</tr>
<tr>
<td>1940</td>
<td>65 and 6 months</td>
<td>77 ½%</td>
</tr>
<tr>
<td>1941</td>
<td>65 and 8 months</td>
<td>76 ½%</td>
</tr>
<tr>
<td>1942</td>
<td>65 and 10 months</td>
<td>75 ½%</td>
</tr>
<tr>
<td>1943-1954</td>
<td>66</td>
<td>75%</td>
</tr>
<tr>
<td>1955</td>
<td>66 and 2 months</td>
<td>74 ½%</td>
</tr>
<tr>
<td>1956</td>
<td>66 and 4 months</td>
<td>73 ½%</td>
</tr>
<tr>
<td>1957</td>
<td>66 and 6 months</td>
<td>72 ½%</td>
</tr>
<tr>
<td>1958</td>
<td>66 and 8 months</td>
<td>71 ½%</td>
</tr>
<tr>
<td>1959</td>
<td>66 and 10 months</td>
<td>70 ½%</td>
</tr>
<tr>
<td>1960 and later</td>
<td>67</td>
<td>70%</td>
</tr>
</tbody>
</table>

*TIAA-CREF Individual & Institutional Services, Inc., Distributor.*
Social Security

For a quick computation of your potential tax liability, add one-half of your Social Security benefits to all your other income.

In this calculation, you must also take into account any tax-exempt interest you earned, and include income typically excluded from federal tax calculations such as savings bond interest, work-provided adoption benefits or foreign-earned income.

If this amount is greater than the base amount for your filing status, a part of your benefits will be taxable.

<table>
<thead>
<tr>
<th>Some Benefits May be Taxable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base amounts for figuring possibly tax liability on benefits are:</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Depends on Filing Status &amp; Adjusted Gross Income Level</th>
<th>TAXABLE</th>
<th>Single Return</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joint Return</td>
<td>TAXABLE</td>
<td>Single Return</td>
</tr>
<tr>
<td>&lt;$32,000</td>
<td>NONE</td>
<td>&lt;$25,000</td>
</tr>
<tr>
<td>$32,000 -- $44,000</td>
<td>Up to 50%</td>
<td>$25,000 -- $34,000</td>
</tr>
<tr>
<td>&gt; $44,000</td>
<td>85%</td>
<td>&gt; $34,000</td>
</tr>
</tbody>
</table>

**Married persons filing separately who lived together at any time during the tax year should contact your tax advisor.

Once you determine that Uncle Sam is going to get a cut of your Social Security benefits, the next question to answer is precisely how big a bite he will take.

Generally, up to half of your benefits will be taxed if you exceed the base amounts. However, up to 85% of your benefits could be taxed if you are a single filer and the total of all your other income plus half of your Social Security checks exceed $34,000 or $44,000 if you are married and file jointly.

SOCIAL SECURITY ADMINISTRATION
### Required Minimum IRA Distribution

<table>
<thead>
<tr>
<th>Current Age</th>
<th>Distribution period (years)</th>
<th>Percent</th>
<th>Current Age</th>
<th>Distribution period (years)</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>70</td>
<td>27.4</td>
<td>3.65%</td>
<td>93</td>
<td>9.6</td>
<td>10.42%</td>
</tr>
<tr>
<td>71</td>
<td>26.5</td>
<td>3.77%</td>
<td>94</td>
<td>9.1</td>
<td>10.99%</td>
</tr>
<tr>
<td>72</td>
<td>25.6</td>
<td>3.91%</td>
<td>95</td>
<td>8.6</td>
<td>11.63%</td>
</tr>
<tr>
<td>73</td>
<td>24.7</td>
<td>4.05%</td>
<td>96</td>
<td>8.1</td>
<td>12.35%</td>
</tr>
<tr>
<td>74</td>
<td>23.8</td>
<td>4.20%</td>
<td>97</td>
<td>7.6</td>
<td>13.16%</td>
</tr>
<tr>
<td>75</td>
<td>22.9</td>
<td>4.37%</td>
<td>98</td>
<td>7.1</td>
<td>14.08%</td>
</tr>
<tr>
<td>76</td>
<td>22.0</td>
<td>4.55%</td>
<td>99</td>
<td>6.7</td>
<td>14.93%</td>
</tr>
<tr>
<td>77</td>
<td>21.2</td>
<td>4.72%</td>
<td>100</td>
<td>6.3</td>
<td>15.87%</td>
</tr>
<tr>
<td>78</td>
<td>20.3</td>
<td>4.93%</td>
<td>101</td>
<td>5.9</td>
<td>16.95%</td>
</tr>
<tr>
<td>79</td>
<td>19.5</td>
<td>5.13%</td>
<td>102</td>
<td>5.5</td>
<td>18.18%</td>
</tr>
<tr>
<td>80</td>
<td>18.7</td>
<td>5.35%</td>
<td>103</td>
<td>5.2</td>
<td>19.23%</td>
</tr>
<tr>
<td>81</td>
<td>17.9</td>
<td>5.59%</td>
<td>104</td>
<td>4.9</td>
<td>20.41%</td>
</tr>
<tr>
<td>82</td>
<td>17.1</td>
<td>5.85%</td>
<td>105</td>
<td>4.5</td>
<td>22.22%</td>
</tr>
<tr>
<td>83</td>
<td>16.3</td>
<td>6.13%</td>
<td>106</td>
<td>4.2</td>
<td>23.81%</td>
</tr>
<tr>
<td>84</td>
<td>15.5</td>
<td>6.45%</td>
<td>107</td>
<td>3.9</td>
<td>25.64%</td>
</tr>
<tr>
<td>85</td>
<td>14.8</td>
<td>6.76%</td>
<td>108</td>
<td>3.7</td>
<td>27.03%</td>
</tr>
<tr>
<td>86</td>
<td>14.1</td>
<td>7.09%</td>
<td>109</td>
<td>3.4</td>
<td>29.41%</td>
</tr>
<tr>
<td>87</td>
<td>13.4</td>
<td>7.46%</td>
<td>110</td>
<td>3.1</td>
<td>32.26%</td>
</tr>
<tr>
<td>88</td>
<td>12.7</td>
<td>7.87%</td>
<td>111</td>
<td>2.9</td>
<td>34.48%</td>
</tr>
<tr>
<td>89</td>
<td>12.0</td>
<td>8.33%</td>
<td>112</td>
<td>2.6</td>
<td>38.46%</td>
</tr>
<tr>
<td>90</td>
<td>11.4</td>
<td>8.77%</td>
<td>113</td>
<td>2.4</td>
<td>41.67%</td>
</tr>
<tr>
<td>91</td>
<td>10.8</td>
<td>9.26%</td>
<td>114</td>
<td>2.1</td>
<td>47.62%</td>
</tr>
<tr>
<td>92</td>
<td>10.2</td>
<td>9.80%</td>
<td>115 &amp; &gt;</td>
<td>1.9</td>
<td>52.63%</td>
</tr>
</tbody>
</table>

**Required Minimum Distribution (RMD)** is the amount the IRS requires the owner of an Individual Retirement Account (IRA) to withdrawal each year. Traditional IRA's, SEP and SIMPLE accounts, and employer sponsored retirement plans, such as 401k plans are all subject to RMD. Required Minimum IRA Distribution begins once the qualified account owner reaches age 70½. Upon reaching age 70 ½, IRA withdrawals must begin no later than April 1 of the following year.

The exact IRA distribution amount is based on the account value at year-end along with the owner’s life expectancy, so it changes each year. You may utilize the Uniform Lifetime Table (above), to calculate your RMD amount. To find the required minimum distribution amount locate your age along with the corresponding distribution period. Your IRA account's value is then divided by the IRA distribution period, resulting in your approximate withdrawal percentage. For example, a 75 year old with an IRA valued at $100,000 would be required to withdrawal at least $4,367 for the year ($100,000 divided by 22.9) or 4.37%.

You can always take more than the Required Minimum Distribution, though the extra amount can’t be applied to the following year. In other words, if your RMD is $1,000 for this year and you take $1,500, the extra $500 cannot be credited toward next year’s RMD.
WHY WOMEN MUST PLAN: Shocking Financial Facts

- Women in retirement received average monthly worker benefits of $826 in December 2004, while men averaged $1,077.

- About 12 percent of women 65 and older were estimated to be in poverty in 2004, compared to just 7 percent of men the same age.

- Unmarried women 65 and older in poverty is about four times higher than married women.

- 2 of 3 women are in jobs that do not provide retirement benefits through 401(k) savings plan or a traditional plan.

- The average women spend 11.5 years out of the workforce.

- Over 50 percent of wage earning women have reported dropping out of the labor force due to family reasons, compared to 1 percent of men.

- Almost 60 percent of older women are single compared to only 16 percent of men.

- In 2000, the median per capita income for women 65 and older was $10,899, while for men it is $19,168.

- In 2004, the average women earns 76 cents to a man’s dollar.

- 90 percent of women receive Social Security benefits, and it is the sole income for one-fourth of them.

- One in five older divorced women live in poverty.

- 85 percent of women will be dependent on their own finances at some point in their lives by widowhood, choice or divorce.

- Women should ideally save 12 percent of her earnings.

- The U.S. Census Bureau in 2002 stated that the average age of widowhood was 55.
YOUR RETIREMENT PORTFOLIO SHOULD:
- Reflect your position on the Retirement Needs Scale.
- Balance an optimum level of income with an acceptable level of risk that your income could decline.
- Seek to maximize the chance that your income can keep up with inflation.
- Provide as much flexibility in how you receive income as your risk level will allow.

RETIREMENT BUDGET WORKSHEET
Estimate your monthly income and expenses, and then see where you fit on the Retirement Needs Scale. Determining your position on the scale can help you develop an effective retirement strategy.

**MONTHLY INCOME**
- Pension/IRAs
- Social Security
- Dividends/Interest
- Employment
- Royalties
- Real Estate (Rental Income)

**Total Monthly Income**

**Total Yearly Income**

**MONTHLY EXPENSES**

**HOUSEHOLD**
- Mortgage/Rent
- Utilities/Telephone
- Maintenance
- Cable TV/Internet
- Home Improvement
- Household Supplies
- Groceries
- Other

**Total Household**

**PERSONAL CARE**
- Clothing (Purchase/Cleaning)
- Products/Services

**Total Personal Care**

**MEDICAL**
- Physician, Tests, Drugs
- Dental

**Total Medical**

**MISCELLANEOUS**
- Charitable Contributions
- Gifts
- Dues (Memberships)
- Professional Services

**Total Miscellaneous**

**TRANSPORTATION**
- Auto (Fuel, Repairs)
- Other (Bus/Train/Airfare)

**Total Transportation**

**INSURANCE**
- Life
- Auto
- Homeowner's/Renter's
- Health/Dental
- Long-Term Care

**Total Insurance**

**TAXES**
- Income (Federal, State, Local)
- Capital Gains/Dividends
- Property

**Total Taxes**

**LEISURE**
- Health Club
- Vacation/Travel
- Dining
- Movies, Theater, Video Rentals
- Education
- Other (Books, Hobbies)

**Total Leisure**

**DEBT**
- Credit Cards
- Other

**Total Debt**

**Total Monthly Expenses**

**Total Yearly Expenses**

**Total Yearly Income**

**Total Yearly Net Income**
Over the past 3+ years, Genworth has helped over one million people customize a long term care insurance plan to fit into their financial strategy... and has helped more than 147,000 through an actual long term care event. This experience has given Genworth a lot of insight into the reasons why people buy long term care.

Here are a few of the most popular reasons....

To Protect Savings
Many people want to keep from having to use their savings to pay for long term care. If you think about it, long term care costs may well be one of the most significant threats to retirement savings.

To Protect Family
Others, especially those who have been caregivers, want to protect their loved ones from having to go through the financial and emotional difficulties of caring for someone with a chronic condition.

To Maintain Choice & Control
Some want to make sure they have options, when the time comes, to make choices of where and from whom to receive care.

And, finally,

To Stay at Home
Many indicate that they do not want to be in a nursing home and prefer to receive long term care in the comfort of their own home.

Have you been thinking about, or are you concerned about any these issues? If the answer is “Yes”, you are in the right place. If the answer is “No”, you may not be a good candidate at this time. However, this Program may be something to consider for other members of your family since they are eligible to participate.

Now, let’s take a look at some common myths about Long Term Care Insurance...
Long Term Care Insurance May Be More – Affordable Than You Think

<table>
<thead>
<tr>
<th>Purchase Age</th>
<th>Cost Per Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age 50</td>
<td>$23.05</td>
</tr>
<tr>
<td>Age 55</td>
<td>$30.56</td>
</tr>
<tr>
<td>Age 60</td>
<td>$45.59</td>
</tr>
<tr>
<td>Age 65</td>
<td>$70.51</td>
</tr>
</tbody>
</table>

This displays example premiums for an plan design of $75 Daily Benefit, $136,875 Total Coverage and the FPO Benefit Increase Option at a variety of ages. It assumes no FPO elections are exercised and no premium increases occur. Actual premiums depend on the age, plan design, rates and options available.

As you can see, a 45-year old can get protection for as little as $18 per month which is less than a dollar a day.

The point I’d like to stress here is that long term care insurance costs more to purchase if you start later in life. This is true for all plan designs. That’s why purchasing coverage now is a good choice vs. postponing your decision until you’re older.

(Presenter point out disclosures on bottom of page)

This is based on an example plan configuration ... A $75 per day Benefit Maximum, a Total Coverage Maximum of $136,875 and the FPO Benefit Increase Option.

In a few minutes, we’ll take a look at additional plan design options, but know that this is a basic plan configuration. Other options will be available to you and your actual premiums will be based on your age and the plan choices you select.
People often tend to procrastinate when it comes to purchasing long term care insurance. By then the rates can get too high, or they can’t qualify due to a medical condition.

As you can see, monthly premiums will be established at your older age.

Buying now results in lower premiums than if you wait!
Step 1: Choose a Daily Benefit

Select a Daily Benefit to cover the daily cost of care in your area.

Annual Cost of Care
Private Nursing Home Median Annual Rate

To choose the right Daily Benefit you need to know the current costs of long term care where you live (or plan to retire).

Every year, Genworth Financial conducts a survey of care costs throughout the country. Costs shown on this map and throughout this presentation are approximations from this survey.

As you can see, the cost of care can vary substantially from state to state. Knowing these costs is important because you may plan to retire some place other than where you live today.

Costs can also vary widely between rural and urban areas. While long term care is generally more expensive in urban areas, it may be harder to find in rural areas, making it easier for providers to charge more.

(Presenter, point to legend on bottom of slide)

You’ll see in Ames the annual cost of nursing home care is in the “low cost” range...

This means if you’d like to plan for nursing home costs, ideally, you should choose a Daily Benefit amount in the $150 - $200 range.

Typically, nursing homes are the most expensive places to receive care. Assisted living and home care are often less expensive.

Let’s take a look at those...
Who is Eligible to Apply?

To be eligible, the applicant must maintain a permanent US residence, and have a valid Social Security Number or Tax Identification Number from the US government.

- Actively at work, full or part-time (20 hours a week) employees
- Employee's spouse or domestic partner under age 80
- Employee's Parents and Parents-in-law under age 80
- Employee's Grandparents and Grandparents-in-law under age 80
- Employee's Adult Children and Siblings and Siblings-in-law under age 80
- Retirees and spouse or domestic partner under age 80
We’ve discussed why you might want to consider Long Term Care Insurance, and what some of the realities are when it comes to long term care, but exactly what does Long Term Care Insurance Cover?

Long Term Care Insurance covers expenses for the kind of help and care you would need if:

1. You can no longer perform 2 of 6 everyday activities like bathing, dressing, or eating - and that situation is expected to last at least 90 days; **Or**

2. You have a severe cognitive impairment like Alzheimer’s disease where you need substantial supervision.

In either case, the condition and services needed must be certified by a licensed healthcare professional.

You can also see there are a lot of potential causes for long term care situations, even for working-aged people. Let me give you a real life example:

Genworth’s youngest claimant was 31 when a motorcycle accident severely injured him to the point where he needed assistance dressing and eating by himself.

During his waiting period of 90 days, most of his bills were paid for by his medical insurance. Thereafter, Long Term Care Insurance helped reimburse his care expenses. He had a nurse come in every other day to help with his activities of daily living... he had medical monitoring equipment installed in his home... he even had an informal care provider come in and help with cooking, laundry and other chores. While he was on claim, his premiums were waived. Good news... he recovered and, after about a year, went back to work. Now, if he ever needs to use his coverage again in the future, he can... but this time he won’t have to satisfy a waiting period (since you only need to do that 1x in your lifetime).

I’ll go over more examples of how coverage actually works in a few slides... but I wanted to give you an idea of how it can be used by different types of people, at different ages...
Next Steps

Take advantage of the limited-time offer of reduced underwriting during this enrollment period:

Apply Online
https://www.genworth.com/groupltc
Group Name: ISU
Code: groupltc

Call Customer Service
1 800.416.3624

Talk to your spouse/partner, adult children, brothers and sisters, parents, and grandparents about this program. They are also eligible to apply up to age 80.

So what are the next steps:

Take action. If you are ready to get a personalized quote, go to the group website. The website is easy to use, and everything you need to enroll is there.

Or if you want more information—you can find that at the web site, or and if you feel more comfortable talking to someone to answer your questions, you can do that. Call the customer service toll free number. Information kits are available there too.

Finally make sure to remember to mail completed forms by February 15, 2013 to take advantage of the no/streamlined underwriting available during the initial enrollment period.

And don’t forget, other family members are eligible. Encourage them to visit the website, or call.