

LONG TERM CARE INSURANCE POLICY COMPARISON



EMERALD
ADVISORS

	HYBRID LTC POLICY	TRADITIONAL LTC POLICY	WA STATE TAX
Inflation Rider	✓ YES <i>Benefits can grow at a rate of 3-5% annually</i>	✓ OPTIONAL <i>Benefits can grow at a rate of 3-5% annually</i>	✗ NO <i>Benefits do not adjust with inflation</i>
Fixed Premium	✓ YES <i>Premiums are set at time of underwriting</i>	✗ NO <i>Premiums set at underwriting and adjust over time*</i>	✗ NO <i>Tax rate is highly likely to increase</i>
Fixed Total Cost	✓ YES <i>Total cost of the policy is set at the time of underwriting (higher up-front cost)</i>	✗ NO <i>Total cost varies with policyholder age and years the policy remains active</i>	✗ NO <i>Taxes paid vary with W2 income (0.58%)</i>
Elimination Period	✓ 0-90 DAY <i>Benefits are available with dr.'s note that condition is expected to last for 90 days</i>	✗ 90 DAY <i>Benefits are available after a 90-day waiting period</i>	✗ 3-10 YEARS <i>Must pay-in for 10 years (max 5-year break) or 3 of last 6 years before eligible</i>
Death Benefit	✓ YES <i>Beneficiaries may receive a death benefit if premiums paid exceed benefits used</i>	✗ NO <i>Beneficiaries do not receive a benefit upon death</i>	✗ NO <i>Beneficiaries do not receive a benefit upon death</i>
Pre-Qualification Required	✗ YES <i>Applicants are subject to an interview and review of health history</i>	✗ YES <i>Applicants are subject to an interview and review of health history</i>	N/A <i>Automatically enrolled</i>
Opt-Out Option for WA State Tax	✓ YES <i>Based on guidance received, this policy qualifies for opt-out if active by Nov. 2021</i>	✓ YES <i>Based on guidance received, this policy qualifies for opt-out if active by Nov. 2021</i>	N/A <i>Automatically enrolled</i>
Surrender Value	✓ YES <i>Policy holder will receive a return of a portion of premiums paid</i>	✗ NO <i>Policy is pay as you go structure and must be active to receive benefits</i>	✗ NO <i>No option to surrender or be paid unused benefits</i>
Age Limitation	✗ YES <i>Policies are available to individuals ages 30-80</i>	✓ NO <i>All applicants are eligible regardless of age</i>	N/A <i>Automatically enrolled</i>
Geographic Limitation	✓ NO <i>May receive care/benefits in any state</i>	✓ NO <i>May receive care/benefits in any state</i>	✗ YES <i>Must receive care in WA state</i>

* Information and comparison of products are a summary and general overview only. This is intended for information only and is not a final offer. Please consult with your financial advisor and/or insurance agent to discuss your specific situation. Premiums on traditional LTC policy adjust with permission of state insurance commissioner. The information pertaining

state taxes is based on Emerald Advisors' current interpretations of legislation RCW 48.83.020 and is not guaranteed to reflect all amendments to the current law. While Emerald Advisors, LLC does not receive third party payments such as commissions or trails, certain of our supervised persons or affiliates can, on a fully disclosed basis, receive payments for the sale of insurance products. We seek to ensure that all insurance recommendations are in the best interest of the client regardless of any such compensation. Emerald Advisors, LLC is a registered investment advisor ("RIA"), located in the State of Washington. A copy of our current written disclosure statement as set forth on Form ADV, discussing operations, services, and fees is available upon written request or by visiting the SEC website at www.adviserinfo.sec.gov.