

# Let's talk life.<sup>®</sup>

The benefits of long-term care.



## Universal LifeEvents<sup>®</sup> Insurance Q & A

You have a picture of the way you want your life to go. Now imagine if something happens that not only changes your picture, it changes your life story. That's when Trustmark Universal LifeEvents<sup>®</sup> Insurance can help. You can live your story, your way — even when unexpected events in life get in the way.

### 1. What is Universal LifeEvents Insurance?

Life insurance through Trustmark Insurance Company is permanent coverage to help shield your family from financial hardship if you or your spouse is suddenly out of the picture.

### 2. Why do I need life insurance?

The main reason people get life insurance, is for the death benefit. It helps pay for funeral costs and other expenses such as paying for college, rent, mortgage, or other household expenditures. However, Universal LifeEvents Insurance offers much more than that. It provides living benefits and cash value that you can use for whatever you need, while you're busy telling your story.

### 3. What are living benefits for long-term care?

Living benefits are benefits you can access as an acceleration of your death benefit. They are designed to be used when you need long-term care, and they can help you pay the cost of assisted living, home healthcare, adult day care and nursing home care. The long-term care benefit provides up to 4 percent of your death benefit per month for up to 25 months. Benefits from your life insurance policy remain payable to your beneficiary even if living benefits are used for long-term care.

### 4. Does this policy also include a terminal illness benefit?

Yes. It offers up to 75 percent of your death benefit if your doctor determines your life expectancy is 24 months or less.

### 5. Will my group life insurance or other company benefits be affected by my purchase of Universal LifeEvents Insurance?

No. Your policy is intended to be an add-on, not a replacement, for your current group insurance by providing permanent insurance coverage with a cash value that can be used at any time.

### 6. Is it better to purchase a low-cost term life insurance instead of a cash value permanent life policy?

Universal LifeEvents Insurance provide flexibility not found in term coverage. Access to an accelerated death benefit and cash value during living years provides a valuable source of funds, and can help pay for such things as long-term care.

### 7. Do employees normally go through their employer to help them find life insurance?

Employers provide the essential step of choosing the plan that works best for employees to purchase, and

## Our Q & A for You

Fill in your own answers to the questions below to determine if you are ready for one of life's curve balls. If not, talk to a benefit counselor today!

If something happens to me, what happens to my family? Will they be taken care of?

Will my family be able to keep our home?

How much would my family's or children's lives change if something happened to me?

Am I prepared to pay for long-term care?

they provide access to coverage employees might not otherwise have. Currently, 54 percent of employees

## Let's see how Living Benefits add up

Example: \$100,000 Death Benefit	Maximum Benefit Amount
<b>Long-Term Care Benefit (LTC)<sup>1</sup></b> Pays a monthly benefit equal to 4 percent of your death benefit for up to 25 months. The LTC benefit accelerates the death benefit and proportionately reduces it.	\$100,000
<b>Benefit Restoration<sup>2</sup></b> Restores the death benefit <sup>1</sup> that is reduced to pay for LTC, so your family receives the full death benefit amount when they need it most.	\$100,000
<b>Total Maximum Benefit</b> <b>Living Benefits can double the value of your life insurance.</b>	\$200,000

<sup>1</sup>The LTC Benefit is an acceleration of the death benefit and is not Long-Term Care Insurance. It begins to pay after 90 days of confinement or services, and to qualify you must meet conditions of eligibility for benefits. Pre-existing condition limitation may apply. Living Benefits may not be available in all states or may be named differently. Please consult your policy for complete details. <sup>2</sup>Additional Term Life Insurance Rider<sup>3</sup> in Texas, which assures the death benefit amount will be paid in full to your beneficiary even if living benefits are used for long-term care.

who own life insurance obtain it though their employers.<sup>3</sup>

### 8. How does Trustmark Universal Life insurance work?

You apply for an amount you choose (anywhere from \$5,000-\$300,000), and whether you want coverage for just yourself or additional coverage for your spouse, children or grandchildren. Premiums are paid through payroll deduction. Benefits can be paid to you as a death benefit, living benefit for long-term care or as a combination of both.

### 9. How will I know the cash value of my policy?

You will receive a report each year that summarizes your life insurance. It will include premiums paid, interest earned, cash value, expenses and insurance costs. Loans or partial withdrawals will also be reflected in the report.

### 10. Can I change the cash amount of my policy if my insurance needs change?

The total amount available to you, or the face value of your policy, can be increased at any time with evidence of insurability, which means you need to answer some health questions. Ask about the EZ Value Option, which automatically increases your benefits to keep pace with your increasing needs, by either \$1 every week for 10 years, \$1 every week for five years or \$2 every week for five years. You can also decrease your coverage as long as the policy amount does not fall below \$5,000.

#### EZ Value Option

EZ Value automatically increases your benefits to keep pace with your increasing needs – without additional underwriting.



Actual values will vary by age, smoking, benefits selected and current interest rate.

### 11. Will my premiums adjust if I lose my job or take a pay cut?

Your coverage is portable if you change jobs or retire, without any change to premium or coverage. In that case, we will provide you with a method for direct payment instead of through payroll deduction.

### 12. Will my coverage decrease as I get older?

With Trustmark LifeEvents, when you reach age 70 (or your 15th policy year, if later), when your financial needs are lower, the death benefit is reduced. At the same time, your living benefits continue at the full original level so you have maximum protection when you are more likely to need long term care.

### 13. How do I name a beneficiary?

During enrollment, you will be asked for the name and relationship of the person you select as your beneficiary. You can change your beneficiary as often as you'd like as long as you have not named an irrevocable beneficiary, as that is permanent.

*This FAQ is intended to supplement life insurance brochure P485-960\_FBS. Refer to P485-960\_FBS for complete details on terms and restrictions that may apply.*

<sup>3</sup>MetLife 8th Annual Study of Employee Benefit Trends, 2010

### Let's see LifeEvents in action

(Example: 35-year-old, \$8/week premium, \$75,000 benefit)

Before Age 70		Age 70+	
Death Benefit	\$75,000	LTC Benefit	\$75,000
LTC Benefit	\$75,000	Death Benefit <sup>1</sup>	\$25,000

<sup>1</sup>Death benefit reduces to one-third at the latter of age 70 or the 15th policy anniversary. Issue age is 64 and under.