



**INCOME  
YOU CAN  
COUNT ON,  
WHEN  
YOU  
NEED IT  
MOST**

**A Reliable, Tax-Free Solution  
To Help You Confidently Cover the  
Costs of Long-Term Care**



**Americo Financial Life and Annuity Insurance Company  
Kansas City, MO**

# The Reliable Living Plan™ is long-term care insurance for people already experiencing a qualifying chronic illness, including cognitive impairment.

Are you or a loved one facing the cost of long-term care services without the protection of long-term care insurance?



THE AVERAGE YEARLY COST FOR LONG-TERM CARE IN THE UNITED STATES RANGES FROM

**\$24,455** FOR SERVICES IN AN ADULT DAY HEALTH CARE CENTER TO  
**\$83,580** FOR A PRIVATE ROOM IN A NURSING HOME.<sup>1</sup>



THE TYPICAL CAREGIVER (OFTEN A FAMILY MEMBER) SPENDS  
**\$10,000** OUT OF POCKET ANNUALLY.<sup>3</sup>



THE AVERAGE COST FOR ASSISTED LIVING IN THE UNITED STATES VARIES BY STATE, BUT CAN BE UP TO

**\$80,400** PER YEAR.<sup>2</sup>



**77%** OF CAREGIVERS MISS AN AVERAGE OF SEVEN WORK HOURS PER WEEK, OR NEARLY 20% OF A 40-HOUR WORK WEEK.<sup>3</sup>

How long will you be paying these costs? At what point do you run out of money? What is the total loss to your children?

**Reliable Living Plan™ Long-Term Care Insurance** offers a lifetime payout to help cover the cost of care, without putting a financial burden on your family members.



1. U.S. Department of Health and Human Services, Costs of Care, LongTermCare.gov (February 21, 2017).
2. Gina Roberts-Grey, "The Cost of Assisted Living," caring.com (September 6, 2017).
3. Bill McPherson, "Greying America in Search of a Solution," USA Today (January 2017).

## Important Reliable Living Plan™ Benefits



### Flexible Benefit Options

In exchange for a lump-sum premium, you can choose to receive lifetime monthly benefits of as little as \$1,000 or as high as \$12,000.<sup>4</sup> Your premium amount, along with your overall health status, determines your monthly benefit.



### Benefits Are Designed To Be Free From Federal Income Tax

If you're paying for long-term care expenses out of pocket, you likely have paid taxes on those same dollars. By purchasing the Reliable Living Plan™, your benefits are tax free in most cases<sup>5</sup> and can be used to pay for qualified care.



### Benefits Follow You

If different care or services are needed later, your Reliable Living Plan™ benefits will be available, as long as your health remains impaired.



### There Is No Maximum Age

You can apply for Reliable Living Plan™ benefits if you are 65 years old or older.



### There Are No Pre-existing Health Exclusions

Unlike traditional long-term care insurance, where you must be in relatively good health to qualify, you can qualify for Reliable Living Plan™ benefits if you are experiencing chronic impairment, demonstrated by either the inability to perform two of six activities of daily living (ADLs)—bathing, dressing, eating, transferring, toileting, or continence—or a severe cognitive impairment.



### Relieve the Stress on Loved Ones

Help alleviate the financial, emotional, and physical burden on family members who may be providing assistance. Let your time together be quality time.

## Not Your Traditional Long-Term Care Insurance

- **No ongoing premium commitment:** A one-time payment funds your long-term care insurance policy.
- **Immediate monthly benefits:** Receive your first payment after 30 days. No receipts required; not a reimbursement plan.
- **Simple, online application and underwriting process:** It just takes minutes; no invasive medical testing. The application is subject to approval by the company.
- **No pre-existing health condition limitations:** Benefits when you need them most.
- **Tax-free long-term care benefits.**<sup>5</sup>
- **Lifetime payout:**<sup>4</sup> Benefits continue as long as you are receiving qualified long-term care services and certified as having a chronic illness.

Neither Americo Financial Life and Annuity Insurance Company, nor any agent representing Americo is authorized to give legal or tax advice. Please consult a qualified professional regarding the information and concepts contained in this material and taxation as it applies to you.

4. Annual certification of chronic illness required to continue benefit payments.

5. Under current IRS rules, benefit amounts that are in excess of the greater of (1) the stated per diem dollar amount allowable under section 7702B or (2) the actual dollar amount of qualified long-term care expenses, are taxable.

# Meet Ma



Mary's income from Social Security and other sources is \$3,500 per month. She has a home, valued at \$500,000, and her assets include a \$300,000 non-tax-qualified variable annuity (of which \$150,000 is taxable gains). If Mary uses her variable annuity to pay for long-term care expenses, she will pay taxes on the gains in the contract when she takes a withdrawal.



With the help of her children, Mary decides upon alternate living arrangements where she can receive the long-term care that she needs. Mary's cost of long-term care is \$72,000 per year (\$6,000 per month).



Bob lives hours away, so Sarah has been taking care of Mary. Sarah realizes that she no longer is able to give her mother the attention and care she truly needs.



Mary recently experienced a fall. She uses a walker and needs assistance bathing and dressing. She also has some memory issues and a prior heart condition.



Mary has two children, Bob 62 and Sarah 59.

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# ry WIDOW AGE 82

She is concerned about drawing from her assets with no end in sight and would prefer to save a portion of her assets to leave a legacy to her children.



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Mary reviews her options with Sarah, Bob, and her insurance professional, and they decide to use her \$300,000 variable annuity to purchase a Reliable Living Plan™ policy. Mary receives a lifetime monthly benefit payment of \$4,722,<sup>4</sup> which can be used to help pay for care services.



\$300,000 VARIABLE  
ANNUITY CASH  
SURRENDER VALUE

1035 EXCHANGE  
TRANSFER TO THE  
RELIABLE LIVING PLAN™<sup>6</sup>

THE RELIABLE LIVING PLAN™  
PAYS \$4,722 A MONTH TO  
HELP COVER CARE COSTS<sup>4</sup>



This is a hypothetical example illustrating the advantages of the Reliable Living Plan™. Each case is different. Actual results will vary. Example assumes continued eligibility for benefits, receipt of qualified long-term care services, and annual certification of chronic illness. Actual monthly benefit amounts will vary based on overall health status and amount of premium paid at the time of policy issue.

4. Annual certification of chronic illness required to continue benefit payments.
6. Under IRC Section 7702B, annuity or cash value life insurance can be transferred into a qualifying long-term care insurance policy through a 1035 Exchange.

# Dependable protection against the cost of long-term care. Backed by a company your family can trust.

The Reliable Living Plan™ (Policy Series 600) is underwritten by Americo Financial Life and Annuity Insurance Company, which has received an "A" (Excellent) rating from an independent ratings agency.<sup>7</sup>

## A.M. Best

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**"A" (Excellent)<sup>7</sup>**  
for financial strength.  
This is the third highest of  
A.M. Best's 15 ratings.

Innovative thinking and sound investment decisions helped Americo build a strong financial foundation for its business. Americo Financial Life and Annuity Insurance Company (Americo) is the lead company in one of the largest independent, privately held insurance groups in the United States<sup>8</sup> with \$6.3 billion in assets for year-end 2016.<sup>9</sup>

For over 100 years, Americo Life, Inc.'s family of insurance companies has been committed to providing the insurance products you need to protect your mortgage, family, and future.<sup>10</sup>

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7. A.M. Best rating for Americo Financial Life and Annuity Insurance Company (Americo), 2016. Americo Financial Life and Annuity Insurance Company has a financial strength rating of A (Excellent, 3 out of 15 rating categories). A.M. Best's rating is assigned after a comprehensive quantitative and qualitative evaluation of a company's balance sheet strength, operating performance, and business profile. A.M. Best uses a scale of 15 ratings, ranging from "A++" to "F." Rating refers only to the overall financial status and is not a recommendation of the company.
  8. "Admitted Assets, Top Life Writers-2016," A.M. Best Co., as of September 2016.
  9. Information is as of year-end 2016 on a consolidated basis for Americo Financial Life and Annuity Insurance Company and the other life insurance subsidiaries of Americo Life, Inc. Information is prepared on the basis of generally accepted accounting principles (GAAP).
  10. Americo Life, Inc. is a holding company and is not responsible for the financial condition or contractual obligations of its affiliate insurance companies.



## Policy Summary

- The Reliable Living Plan™ has been designed as a tax-qualified long-term care insurance policy under Section 7702B of the Internal Revenue Code. It is not an annuity.
- To be eligible, you must (1) be age 65 or older and (2) have been certified in the last 12 months at the time of application as chronically ill with either the inability to perform two of six ADLs or having severe cognitive impairment.
- Monthly benefits are payable regardless of where qualified services are provided in the United States. Options include assisted living community, memory care, nursing home, adult day care center, or at home through medical and non-medical services.
- Monthly benefits are payable until death, as long as the insured is chronically ill and receiving qualified services. If you recover, monthly benefit payments are suspended until you are recertified as chronically ill.
- To remain eligible to receive benefits, you must qualify annually by providing a certificate of chronic illness.
- You are given a 30-day "free-look period" to review the Reliable Living Plan™ policy. Monthly benefits begin once this 30-day free-look period has expired.
- Should you die within six months of the effective date of coverage, the single premium paid, less any premium taxes and benefits paid, will be paid to the loved one you designate. If you die outside the six-month period, no return of premium or death benefit will be paid.
- Reliable Living Plan™ is individually underwritten.
- You fund the policy through a single premium payment.
- The policy cannot lapse and cannot be cancelled outside of the 30-day "free-look period."



## Questions?

**We invite you to call the insurance professional who provided you this brochure to learn more about the Reliable Living Plan™.** If you have additional questions, call the customer service team at 1-833-867-1865 toll free, or visit [www.ReliableLivingPlan.com](http://www.ReliableLivingPlan.com). A Producer or the company may contact you.

### **AMERICO**

The Reliable Living Plan™ single premium immediate long-term care insurance policy (Series 600) is underwritten by **Americo Financial Life and Annuity Insurance Company**, Kansas City, MO, and may vary in accordance with state laws. Product and benefits may not be available in all states. Certain restrictions and variations apply. Policy and rider have limitations and exclusions. For costs and complete details of the coverage, call your Producer or the company.

Americo Financial Life and Annuity Insurance Company is authorized to conduct long-term care insurance business in the District of Columbia and all states except AR, CT, ME, NY, and VT.

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The Reliable Living Plan™ is intended to be a federally tax-qualified long-term care insurance contract under IRC 7702B.

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This document is not a legal contract. For the exact terms and conditions, please refer to the policy.



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Kansas City, MO