

# TAX-QUALIFIED PLANS COMPETITIVE ANALYSIS

The following pages contain evaluations of advantages and disadvantages between *Penn Treaty Network America* Long term care products and selected competitor tax qualified products.

These analyses are by nature subjective. They are based on the best information available and it must be recognized that product offerings are subject to change and that products may differ widely from state to state.

Significant competitive features are highlighted in **bold**. The following pages include comparisons with the following products:

GE Capital Classic Select .....	2
GE Classic Privileged Choice .....	3
MetLife LTC - VAL.....	4
MetLife LTC - IDEAL .....	5
New York Life LTC Select Premier .....	6
Prudential LTC By Design.....	7
Lincoln Benefit Life SeniorLinc Premier (Q).....	8
MedAmerica Care Directions Premier LTC TQ .....	9
Mutual of Omaha LTC II .....	10
Allianz Life Insurance Generation Protector TQ .....	11
John Hancock Life Custom Care II.....	12
State Life Lifestyle 2000 Plus .....	13

TAX QUALIFIED POLICY COMPARISON

GE CAPITAL CLASSIC SELECT (TQ) vs PENN TREATY'S PERSONAL FREEDOM III

**GE'S ADVANTAGES OVER PENN TREATY**

- Issue ages below age 40 (18-84)
- Maximum Daily Benefit range \$50-\$400 vs \$50-\$350
- **Spouse Discount 40% vs 20%**
- **Family Discount available with couples discount if same generation living together and sharing expenses for at least 3 years.**
- **10 Pay and Paid up to 65 options available.**
- Medical Equipment Benefit equal to 50 times the Daily Maximum.
- Waiver of Home Care Elimination Period Rider available also waives the waiver of premium period when the Care Coordinator is used.

**PENN TREATY'S ADVANTAGES OVER GE**

- **Issue above age 84** (issue ages below age 40 available upon request)
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs 30, 90, and 180 days
- A one year benefit period available
- Additional options available for HHC 50%, 100%, 125% and 150% vs 50% and 100%
- **Additional Underwriting Classes available Preferred, Premier, Select and Standard vs Preferred and Standard.**
- **Monthly HHC benefits available when Advance or Timely Notification is provided vs through additional rider**
- **Indemnity Benefit for HHC benefit included in base policy**
- Respite Care 30 days vs 21 days
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs only covered if they are a regular employee of the organization that is providing the services.**
- Caregiver Training 10 times the HHC Daily Benefit vs 5 times the HHC Daily Benefit.
- Meals on Wheels up to \$25 per day for 90 days per calendar year
- Bed Reservation Benefit 60 days for any reason vs 30 days for any reason
- **Restoration of Benefit included in base policy vs rider**
- **Waiver after 90 days vs after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- Survivorship Rider options 5, 7 or 10 year regardless of claims vs 7 regardless of claims or 10 years without claims
- **1<sup>st</sup> Day Waiver Rider available.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- International Coverage Benefit available.
- **Shared Care Benefit provides for a 3<sup>rd</sup> pool of benefits**
- **Facility Cash Benefits rider available.**
- **Franchise Discount of 5% to 20% available**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Spouse Discount**

Benefit Period: Unlimited			2 Year						
Issue Age	PTN Pref	PTN Premier	GE Pref	GE Std		PTN Pref	PTN Premier	GE Pref	GE Std
55	\$1305.60	\$1540.61	\$1340.00	\$1608.00		\$691.20	\$815.62	\$610.00	\$732.00
65	\$2426.88	\$2863.72	\$2430.00	\$2916.00		\$1167.36	\$1377.48	\$1010.00	\$1212.00
75	\$5975.04	\$7050.55	\$5930.00	\$7116.00		\$2549.76	\$3008.72	\$2440.00	\$2928.00

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Single**

Benefit Period: Unlimited			2 Year						
Issue Age	PTN Pref	PTN Premier	GE Pref	GE Std		PTN Pref	PTN Premier	GE Pref	GE Std
55	\$1632.00	\$1925.76	\$2007.00	\$2230.00		\$864.00	\$1019.52	\$918.00	\$1020.00
65	\$3033.60	\$3579.65	\$3645.00	\$4050.00		\$1459.20	\$1721.86	\$1512.00	\$1680.00
75	\$7468.80	\$8813.18	\$8892.00	\$9880.00		\$3187.20	\$3760.90	\$3663.00	\$4070.00

TAX QUALIFIED POLICY COMPARISON

**GE CAPITAL PRIVILEGED CHOICE (TQ) vs PENN TREATY'S PERSONAL FREEDOM III**

**GE'S ADVANTAGES OVER PENN TREATY**

- Issue ages below age 40 (18-84)
- Maximum Daily Benefit range \$50-\$400 vs \$50-\$350
- **Spouse Discount 40% vs 20%**
- **Family Discount available with couples discount if same generation living together and sharing expenses for at least 3 years.**
- **10 Pay and Paid up to 65 options available.**
- **Monthly HHC Benefits vs Monthly HHC benefits available when Advance or Timely Notification is given.**
- International Coverage calendar month maximum equal to 75% of Monthly Maximum with a lifetime maximum of 48 months vs 75% of Facility Daily Benefit for a maximum of 180 days.
- Medical Equipment benefit lifetime maximum equal to 2 times the Monthly Maximum.
- Optional Waiver of Home Care Elimination Period Rider available when HHC is 100%.

**PENN TREATY'S ADVANTAGES OVER GE**

- Issue above age 84 (issue ages below age 40 available upon request)
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs 30, 90, and 180 days
- A one year benefit period available
- Additional options available for HHC 50%, 100%, 125% and 150% vs 50% and 100%
- **Additional Underwriting Classes available Preferred, Premier, Select and Standard vs Preferred and Standard.**
- **Indemnity Benefit for HHC benefit included in base policy.**
- Respite Care 30 days vs 21 days
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs only covered if they are a regular employee of the organization that is providing the services.**
- Meals on Wheels up to \$25 per day for 90 days per calendar year
- Restoration of Benefit included in base policy vs rider
- **Waiver after 90 days vs after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Survivorship Rider options 5, 7 or 10 year regardless of claims vs 7 regardless of claims or 10 years without claims**
- **1<sup>st</sup> Day Waiver Rider available vs only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Shared Care Benefit provides for a 3<sup>rd</sup> pool of benefits**
- **Facility Cash Benefits Rider available.**
- **Franchise Discount of 5% to 20% available**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: \$100/\$3000 NH/HHC; With Compound Inflation; 90-day EP; Spouse Discount**

Benefit Period:		Unlimited			2 Year				
Issue Age	PTN Pref	PTN Premier	GE Pref	GE Premier		PTN Pref	PTN Premier	GE Pref	GE Standard
55	\$1305.60	\$1540.61	\$1728.00	\$1440.00		\$691.20	\$815.62	\$660.00	\$792.00
65	\$2426.88	\$2863.72	\$3132.00	\$2610.00		\$1167.36	\$1377.48	\$1090.00	\$1296.00
75	\$5975.04	\$7050.55	\$7632.00	\$6360.00		\$2549.76	\$3008.72	\$2610.00	\$3132.00

**RATE COMPARISON Benefits: \$100/\$3000 NH/HHC; With Compound Inflation; 90-day EP; Single**

Benefit Period:		Unlimited			2 Year				
Issue Age	PTN Pref	PTN Premier	GE Pref	GE Standard		PTN Pref	PTN Premier	GE Pref	GE Standard
55	\$1632.00	\$1925.76	\$2349.00	\$2610.00		\$864.00	\$1019.52	\$1080.00	\$1200.00
65	\$3033.60	\$3579.65	\$4266.00	\$4740.00		\$1459.20	\$1721.86	\$1782.00	\$1980.00
75	\$7468.80	\$8813.18	\$10,395.00	\$11,550.00		\$3187.20	\$3760.90	\$4293.00	\$4770.00

TAX QUALIFIED POLICY COMPARISON

MetLife LTC – VAL (TQ) vs PENN TREATY’S PERSONAL FREEDOM III

**METLIFE’S ADVANTAGES OVER PENN TREATY**

- Issue Ages below age 40 (18-84)
- Maximum Daily Benefit range \$50-400 vs \$50-\$350
- **10% Residential Discount**
- **Multi-life discount 5% Voluntary or 10% Employer Paid**
- International Coverage per diem benefit is equal to 50% of the HHC Maximum Daily Benefit Amount vs at 75% for a maximum of 180 days.
- **10 Pay and Paid-Up to Age 65 options available**
- **Reduced-Pay at 65 option available**
- **Double-Pay First Year Option (pay 2 times the premium amount in the first year in return for 10% to 13% (depending on age) reduction in premium each following year.)**

**PENN TREATY’S ADVANTAGES OVER METLIFE**

- Issue above age 84 (issue ages below age 40 available upon request)
- Additional options available for HHC 50%, 100%, 125% and 150% vs 50% 75% and 100%
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs 20, 45, and 100 days
- **Indemnity Benefit for HHC benefit included in base policy**
- **Additional Underwriting Classes available Preferred, Premier, Select and Standard vs Preferred, Standard and Rated.**
- **Elimination Period for International Coverage Benefit is the same vs 2 times**
- Respite Care 30 days vs 21 days
- Caregiver Training 10 times the HHC Daily Benefit vs 5 times the HHC Daily Benefit.
- Bed Reservation Benefit 60 days for any reason vs 30 days for any reason
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs only covered if they are a regular employee of the organization that is providing the services.**
- **Restoration of Benefit included in base policy vs rider**
- **Waiver after 90 days vs after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Spouse Waiver of Premium and Survivorship Benefit available**
- **Facility Cash Benefits available**
- **1<sup>st</sup> Day Waiver Rider available vs only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Franchise Discount of 5% to 20% available vs. Multi-life discount 5% Voluntary or 10% Employer Paid**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 20 DAY E.P.; \$100 NH/ HHC; With Compound Inflation; Spouse Discount**

Benefit Period: Issue Age	Unlimited			2 Year					
	PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std	PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std	
55	\$1319.20	\$1556.66	\$1327.36	\$1516.98	\$698.40	\$824.11	\$650.44	\$743.36	
65	\$2452.16	\$2893.55	\$2335.79	\$2669.47	\$1179.52	\$1391.83	\$1144.55	\$1308.06	
75	\$6037.28	\$7123.99	\$5698.76	\$6512.86	\$2576.32	\$3040.06	\$2792.38	\$3191.30	

**RATE COMPARISON Benefits: 20 DAY E.P.; \$100 NH/ HHC; With Compound Inflation; Single**

Benefit Period: Issue Age	Unlimited			2 Year					
	PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std	PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std	
55	\$1649.00	\$1945.82	\$1401.57	\$1648.90	\$873.00	\$1030.14	\$686.80	\$808.00	
65	\$3065.20	\$3616.94	\$1466.36	\$2901.60	\$1474.44	\$1739.79	\$1208.53	\$1421.80	
75	\$7546.60	\$8904.99	\$6017.32	\$7079.20	\$3220.40	\$3800.07	\$2948.48	\$3468.80	

TAX QUALIFIED POLICY COMPARISON

**MetLife LTC – IDEAL (TQ) vs PENN TREATY’S PERSONAL FREEDOM III**

**METLIFE’S ADVANTAGES OVER PENN TREATY**

- Issue Ages below age 40 (18-84)
- Maximum Daily Benefit range \$50-\$400 vs \$50-\$350
- **Monthly HHC Benefits vs Monthly HHC benefits available when Advance or Timely Notification is given.**
- **Monthly Facility Benefits vs Daily**
- **Transition Expense Allowance paid up to a the Maximum Benefit Amount for items such as Plan of Care, prescription drugs, personal emergency response systems, durable medical equipment or home modifications.**
- **Supportive Services and Specialized Transportation Benefit pays up to 1 times the HC benefit per month.**
- **10% Residential Discount**
- International Coverage per diem benefit is equal to 50% of the HHC MDB Amount vs at 75% for a max of 180 days.
- **10 Pay and Paid-Up to Age 65 options and Reduced-Pay at 65 option available**
- **Return of Premium (must be in effect at least 10 years)**
- **Double-Pay First Year Option (pay 2 times the premium amount in the first year in return for 10% to 13% (depending on age) reduction in premium each following year.)**

**PENN TREATY’S ADVANTAGES OVER METLIFE**

- Issue above age 84 (issue ages below age 40 available upon request)
- Additional options available for HHC 50%, 100%, 125% and 150% vs 50% 75% and 100%
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs 20, 45, and 100 days
- **Indemnity Benefit for HHC benefit available**
- Additional UW Classes available Preferred, Premier, Select and Standard vs Preferred, Standard and Rated.
- Elimination Period for International Coverage Benefit is the same vs 2 times
- Respite Care 30 days vs 21 days
- Caregiver Training 10 times the HHC Daily Benefit vs 5 times the HHC Daily Benefit.
- Bed Reservation Benefit 60 days for any reason vs 30 days for any reason
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs only covered if Supportive Services are provided by an informal caregiver.**
- **Restoration of Benefit included in base policy vs rider**
- **Waiver after 90 days vs after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Spouse Waiver of Premium Rider available**
- **Survivorship Rider available 5, 7 and 10 years vs 10 years only.**
- **Facility Cash Benefits Rider available**
- **1<sup>st</sup> Day Waiver Rider available vs only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Franchise Discount of 5% to 20% available Multi-life discount 5% Voluntary or 10% Employer Paid**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 20DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Spouse Discount**

Benefit Period: Unlimited			2 Year						
Issue Age	PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std		PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std
55	\$1319.20	\$1556.66	\$1427.26	\$1631.16		\$698.40	\$824.11	\$699.38	\$799.30
65	\$2452.16	\$2893.55	\$2511.60	\$2870.40		\$1179.52	\$1391.83	\$1230.68	\$1406.50
75	\$6037.28	\$7123.99	\$6127.66	\$7003.04		\$2576.32	\$3040.06	\$3002.57	\$3431.50

**RATE COMPARISON Benefits: 20 DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Single**

Benefit Period: Unlimited			2 Year						
Issue Age	PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std		PTN Pref	PTN Premier	METLIFE Pref	METLIFE Std
55	\$1649.00	\$1945.82	\$1507.05	\$1773.00		\$873.00	\$1030.14	\$738.48	\$868.80
65	\$3065.20	\$3616.94	\$2652.00	\$3120.00		\$1474.44	\$1739.79	\$1299.48	\$1528.80
75	\$7546.60	\$8904.99	\$6470.20	\$7612.00		\$3220.40	\$3800.07	\$3170.42	\$3729.90

TAX QUALIFIED POLICY COMPARISON

NEW YORK LIFE LTC SELECT PREMIER (TQ) vs PENN TREATY'S PERSONAL FREEDOM III

**NEW YORK LIFE'S ADVANTAGES OVER PENN TREATY**

- Issue ages below age 40 (18-85)
- Maximum Daily Benefit range \$50-\$400 vs \$50-\$350
- Simple Inflation Rider available at 1% to 6%
- Home Health Care Benefit available at 50% to 100% in 10% increments
- Durable Medical Equipment Benefit \$4000 lifetime maximum
- Elimination Period for HHC reduced to 20 days if Care Coordinator Benefit used.
- **15% Family Discount**
- World Wide Coverage lifetime maximum of 100 times the NH Maximum daily benefit vs 75% for a maximum of 180 days.
- Return of Premium following the 100<sup>th</sup> birthday or after 25 years and no benefits have been paid.
- Waiting Period Payback Benefit option is to receive reimbursement for expenses incurred during the elimination period one year after complete recovery from paid loss. If payment received must satisfied elimination period again.
- Paid-up Benefit – policy becomes paid up after the 95<sup>th</sup> birthday or 20<sup>th</sup> policy anniversary provided no benefits have been paid.

**PENN TREATY'S ADVANTAGES OVER NEW YORK LIFE**

- Issue above age 85 (issue ages below age 40 available upon request)
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs 20, 90 and 180 days
- Additional options available for HHC benefits 50%, 100%, 125% and 150%
- **Indemnity Benefit for HHC benefit included in base plan**
- Respite Care 30 days vs 21 days
- Caregiver Training 10 times the HHC Daily Benefit vs 5 times the HHC Daily Benefit.
- Bed Reservation Benefit 60 days for any reason vs 30 days for any reason
- Meals on Wheels up to \$25 per day for 90 days per calendar year
- **Waiver after 90 days vs after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **20% Spouse Discount vs 15%**
- **Survivorship Rider available 5, 7 and 10 years vs 10 years without claims**
- **Facility Cash Benefits rider available**
- **1<sup>st</sup> Day Waiver Rider available vs only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Franchise Discount of 5% to 20% available vs. 10% Endorsed Group Discount with a minimum group size of 15**
- **5 Year Rate Guarantee vs. 3 Years**

**RATE COMPARISON Benefits: \$100 NH/ \$100 HHC; With Compound Inflation; 90-day EP; Spouse Discount**

Benefit Period: Issue Age	Unlimited		2 Year						
	PTN Pref	PTN Premier	NYL Pref	NYL Std		PTN Pref	PTN Premier	NYL Pref	NYL Std
55	\$1251.20	\$1476.42	\$2167.40	\$2408.22		\$662.40	\$781.63	\$964.59	\$1071.77
65	\$2325.76	\$2744.40	\$3289.50	\$3655.00		\$1118.72	\$1320.09	\$1494.58	\$1660.64
75	\$3547.52	\$4186.07	\$6542.13	\$7269.03		\$2443.52	\$2883.35	\$2985.64	\$3317.38

**RATE COMPARISON Benefits: \$100 NH/ \$100 HHC; With Compound Inflation; 90-day EP; Single**

Benefit Period: Issue Age	Unlimited		2 Year						
	PTN Pref	PTN Premier	NYL Pref	NYL Std		PTN Pref	PTN Premier	NYL Pref	NYL Std
55	\$1564.00	\$1845.52	\$2549.88	\$2833.20		\$828.00	\$977.04	\$1134.81	\$1260.90
65	\$2907.20	\$3430.49	\$3870.00	\$4300.00		\$1398.40	\$1650.11	\$1758.33	\$1953.70
75	\$4434.40	\$5232.59	\$7696.62	\$8551.80		\$3054.40	\$3604.19	\$3504.19	\$3902.80

TAX QUALIFIED POLICY COMPARISON

PRUDENTIAL LTC BY DESIGN (TQ) vs PENN TREATY'S PERSONAL FREEDOM III

**PRUDENTIAL'S ADVANTAGES OVER PENN TREATY**

- Issues Ages below age 40 (18-84)
- Maximum Daily Benefit range \$50 - \$500
- **15% Unrelated Living together or family living together for at least 12 months.**
- **Calendar Day Elimination Period Rider, if service days are counted, 1 day of HCBC satisfies 7 elimination days.**
- **Independence Support Benefit offers a lifetime amount of 50 times MDB for emergency response system, home modifications, durable medical equipment, caregiver training, or assistive devices.**
- Emerging Trends Benefit provides for coverage for services not specifically mentioned in the contract but recommended in a Plan of Care and agreed to by both the client and company.

**PENN TREATY'S ADVANTAGES OVER PRUDENTIAL**

- Issue above age 84 (issue ages below age 40 available upon request)
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs 30, 60, 90, and 180 days
- Additional options available for HHC benefits 50%, 100%, 125% and 150% vs 50%, 75% and 100%
- **Monthly HHC benefits available when Advance or Timely Notification is provided vs through additional rider**
- **Indemnity Benefit for HHC benefit available vs Flexible Payment Provision which pays up to 15 days indemnity HHC**
- Respite Care 30 days vs 21 days
- Bed Reservation Benefit 60 days for any reason vs 30 days for any reason
- **Waiver after 90 days vs after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Survivorship Rider options 5, 7 and 10 years regardless of claims vs 10 years without claims**
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs only covered if Supportive Services are provided by an informal caregiver.**
- **Restoration of Benefit included in base policy vs rider**
- Meals on Wheels up to \$25 per day for 90 days per calendar year
- **Franchise Discount of 5% to 20% available vs. 10% Employer Sponsored and 15% Affinity**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: \$100 NH/ \$100 HHC; 30 Elim Period, With Compound Inflation; Spouse Discount**

Benefit Period:	Unlimited			2 Year		
	PTN		PRU	PTN		PRU
	Issue	Pref	Premier	Pref	Pref	Premier
Age						
55	\$1305.60	\$1540.61	\$1362.53	\$691.20	\$815.62	\$777.07
65	\$2426.88	\$2863.72	\$2220.96	\$1167.36	\$1377.48	\$1266.64
75	\$5975.04	\$7050.55	\$5183.14	\$2549.76	\$3008.72	\$2956.01

**RATE COMPARISON Benefits: \$100 NH/ \$100 HHC; 30 Elim Period, With Compound Inflation; Single**

Benefit Period:	Unlimited			2 Year		
	PTN		PRU	PTN		PRU
	Issue	Pref	Premier	Pref	Pref	Premier
Age						
55	\$1632.00	\$1925.76	\$1544.20	\$864.00	\$1019.52	\$880.68
65	\$3033.60	\$3579.65	\$2517.09	\$1459.20	\$1721.86	\$1435.53
75	\$7468.80	\$8813.18	\$5874.22	\$3187.20	\$3760.90	\$3350.14

TAX QUALIFIED POLICY COMPARISON

LINCOLN BENEFIT LIFE SENIORLINC PREMIER (TQ) vs PENN TREATY'S PERSONAL FREEDOM III

**LINCOLN BENEFIT LIFE'S ADVANTAGES OVER PENN TREATY**

- Maximum Benefit range for \$40-\$300 vs \$50-\$350 for Facility and \$50-\$250 for HHC
- **Facility paid on an Indemnity basic vs if rider selected.**
- **10 Year Premium Payment Option, Single Payment Option available**
- Additional Non-Forfeiture Riders – Limited NF, Full NF and Shortened Benefit Period
- Joint Policy priced using age of older insured; range from 1.2 times if both are Preferred N/S to 1.8 times if both are Standard Risk. No discount applies if both are not issued.

**PENN TREATY'S ADVANTAGES OVER LINCOLN BENEFIT LIFE**

- Issue ages 40-89 vs 40-84 (issue ages below age 40 available upon request)
- Additional Elimination Period 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 days vs 0, 30 and 90 days
- Additional Benefit Periods 1, 2, 3, 4, 5, 6, 10 years and Unlimited vs 3, 5, and Unlimited
- Additional options available for HHC benefits 50%, 100%, 125% and 100%
- **Monthly HHC benefits available when Advance or Timely Notification is provided**
- **Indemnity Benefit for HHC benefit included in base plan vs if Home and Community Based Care Indemnity Rider selected.**
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs covered if Family Caregiver Benefit Rider selected**
- International Coverage Benefit pays 75% of the Facility Daily Benefit for a maximum of 180 days vs 30 days per calendar year during a single claim period.
- **Waiver after 90 days for both Facility and HHC vs after Elimination Period for Facility only unless HHC Waiver of Premium Rider selected.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- Caregiver Training Benefit lifetime maximum up to 10 times HHC Daily Benefit vs 3 times HHC Daily Benefit.
- Bed Reservation Benefit 60 days vs 30 days.
- **Franchise Discount of 5% to 20% available vs. 15% Endorsed Group Discount**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Spouse Discount/Joint Coverage Same age.**

Benefit Period:		Unlimited				3 Year			
Issue Age	PTN Pref	PTN Premier	LBL Pref N/S	LBL Std	PTN Pref	PTN Premier	LBL Pref N/S	LBL Std	
55	\$1305.60	\$1540.61	\$2183.20	\$3638.67	\$867.84	\$1024.05	\$1528.24	\$2547.07	
65	\$2426.88	\$2863.72	\$3702.71	\$6171.19	\$1489.92	\$1758.10	\$2591.90	\$4319.83	
75	\$5975.04	\$7050.55	\$8321.40	\$13,869.00	\$3563.52	\$4204.95	\$5824.98	\$9708.30	

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Single**

Benefit Period:		Unlimited				3 Year			
Issue Age	PTN Pref	PTN Premier	LBL Pref N/S	LBL Std	PTN Pref	PTN Premier	LBL Pref N/S	LBL Std	
55	\$1632.00	\$1925.76	\$1455.47	\$2425.78	\$1084.80	\$1280.06	\$1018.83	\$1698.05	
65	\$3033.60	\$3579.65	\$2468.47	\$4114.12	\$1862.40	\$2197.63	\$1727.93	\$2879.89	
75	\$7468.80	\$8813.19	\$5547.60	\$9246.00	\$4454.40	\$5256.20	\$3883.32	\$6472.20	

TAX QUALIFIED POLICY COMPARISON

**MEDAMERICA INSURANCE COMPANY CARE DIRECTIONS PREMIER LTC (TQ) vs PENN TREATY'S PERSONAL FREEDOM  
III**

**MEDAMERICA'S ADVANTAGES OVER PENN TREATY**

- Issue ages below age 40 (18-85)
- Supportive Equipment Benefit maximum of \$1000 each calendar year and a maximum of \$5000 over the lifetime of the policy. Not subject to the elimination period.
- Monthly Home Health Care Benefit Rider available (also enhances the waiver of premium on Facility to first day and HHC/ADC services to after an amount equal to 30 times the daily benefit amount paid.
- **Enhanced Return of Premium Rider**
- **Return of Premium Non-Forfeiture Rider**
- **World Wide Coverage**

**PENN TREATY'S ADVANTAGES OVER MEDAMERICA**

- Issue ages above age 85 (issue ages below age 40 available upon request)
- Additional Elimination Periods 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 days vs 0, 20, 60, 90, 180 and 365 days
- Additional Benefit Periods 1, 2, 3, 4, 5, 6, 10 years and Unlimited vs 2, 3, 4, 5 years and Unlimited
- **Indemnity Benefits for HHC benefit included in base policy**
- **5% Simple lifetime vs for 20 years**
- Caregiver Training Benefit lifetime maximum up to 10 times HHC Daily Benefit vs 5 times the Daily Benefit.
- Bed Reservation Benefit 60 days vs 21 days.
- **Restoration of Benefits included vs Rider**
- **20% Spouse Discount vs 10%**
- **Waiver after 90 days for both Facility and HHC vs after Elimination Period for Facility and 91 days for HHC and Adult Day Care**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Survivorship Rider available 5, 7 and 10 years vs 10 years only**
- **Facility Cash Benefits Rider available**
- **1<sup>st</sup> Day Waiver Rider available vs only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- Shared Care Benefit with 3<sup>rd</sup> pool of benefits vs Sharing Benefits
- **Franchise Discount of 5% to 20% available vs. 10% Endorsed Group Discount**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 20-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Spouse Discount**

Benefit Period:		Unlimited			2 Year				
Issue Age	PTN Pref	PTN Premier	MEDAMER Class I	MEDAMER Class II	PTN Pref	PTN Premier	MEDAMER Class I	MEDAMER Class II	
55	\$1319.20	\$1556.66	\$1342.58	\$1579.50	\$698.40	\$824.11	\$599.00	\$704.70	
65	\$2452.16	\$2893.55	\$2278.93	\$2681.10	\$1179.52	\$1391.83	\$1025.86	\$1206.90	
75	\$6037.28	\$7123.99	\$4550.98	\$5354.10	\$2576.32	\$3040.06	\$2037.96	\$2397.60	

**RATE COMPARISON Benefits: 20 DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Single**

Benefit Period:		Unlimited			2 Year				
Issue Age	PTN Pref	PTN Premier	MEDAMER Class I	MEDAMER Class II	PTN Pref	PTN Premier	MEDAMER Class I	MEDAMER Class II	
55	\$1649.00	\$1945.82	\$1491.75	\$1755.00	\$873.00	\$1030.14	\$665.55	\$783.00	
65	\$3065.20	\$3616.94	\$2532.15	\$2979.00	\$1474.44	\$1739.79	\$1139.85	\$1341.00	
75	\$7546.60	\$8904.99	\$5056.65	\$5949.00	\$3220.40	\$3800.07	\$2264.40	\$2664.00	

TAX QUALIFIED POLICY COMPARISON

MUTUAL OF OMAHA LTC II (vs. PENN TREATY'S PERSONAL FREEDOM III)

**MUTUAL OF OMAHA'S ADVANTAGES OVER PENN TREATY**

- Maximum Daily Benefit range \$50 - \$400
- 20 year Compound Inflation available
- **Spouse Discount 30%**
- **Family Discount 10% (two or more apply)**
- 10 Pay and Paid up to 65 Riders available
- **One of Two Maximum Lifetime Benefits available (Facility Benefits and Home Health Care Benefits)**
- Return of Premium at Death (less claims) Rider available
- Nursing Home Ambulance Benefit equal to 2 times Nursing Home Maximum Daily Benefit

**PENN TREATY'S ADVANTAGES OVER MUTUAL OF OMAHA**

- Issue age up to 89 vs. 18-79
- Additional Benefit Periods 1, 2, 3, 4, 5, 6, 10 years and Unlimited vs 2, 3, 4, 5 years and Unlimited
- Additional Elimination Periods 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 days vs 0, 30, 60, 90, 180 and 365 days
- Additional options available for HHC 50%, 100\$, 125% and 150% vs 50% and 100%
- **Preferred Risk Class available to all ages vs. up to age 70**
- **Monthly HHC benefits available when Advance or Timely Notification is provided vs. Rider**
- **Indemnity Benefit for HHC benefit included in base policy vs. Rider for Facility Benefits only**
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs covered under the 25% of the Home Health Care Max Daily Benefit for Informal Care if Care Coordination Services Used**
- Bed Reservation 60 days vs 31 days
- International Coverage Benefit pays 75% of the Facility Daily Benefit for a maximum of 180 days vs. a lifetime maximum of 31 days
- **Waiver after 90 days for both Facility and HHC vs after Elimination Period**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Survivorship Rider available 5, 7 and 10 years vs 10 years only**
- **Facility Cash Benefits Rider available**
- **1<sup>st</sup> Day Waiver Rider available vs only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Franchise Discount of 5% to 20% available**

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Spouse Discount**

Benefit Period: Issue Age	Unlimited				2 Year				
	PTN Pref	PTN Premier	M of O Pref	M of O Select	PTN Pref	PTN Premier	M of O Pref	M of O Select	
55	\$1305.60	\$1540.61	\$1522.31	\$1790.95	\$691.20	\$815.62	\$892.24	\$1049.70	
65	\$2426.88	\$2863.72	\$2617.93	\$3079.92	\$1167.36	\$1377.48	\$1502.12	\$1767.19	
75	\$5975.04	\$7050.55	N/A	6617.58	\$2549.76	\$3008.72	N/A	\$3874.12	

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Single**

Benefit Period: Issue Age	Unlimited				2 Year				
	PTN Pref	PTN Premier	M of O Pref	M of O Select	PTN Pref	PTN Premier	M of O Pref	M of O Select	
55	\$1632.00	\$1925.76	\$2174.73	\$2558.50	\$864.00	\$1019.52	\$1274.63	\$1499.57	
65	\$3033.60	\$3579.65	\$3739.91	\$4399.89	\$1459.20	\$1721.86	\$2145.88	\$2524.56	
75	\$7468.80	\$8813.18	N/A	\$9453.69	\$3187.20	\$3760.90	N/A	\$5534.46	

TAX QUALIFIED POLICY COMPARISON

ALLIANZ GENERATIONS PROTECTOR (TQ) vs PENN TREATY'S PERSONAL FREEDOM III

**ALLIANZ'S ADVANTAGES OVER PENN TREATY**

- Issue ages below age 40 (18-85)
- Maximum Daily Benefit range from \$100-\$500 in \$10 increments vs \$40-\$350
- Compound Inflation available at 3%, 4% and 5% Lifetime and 2 times cap
- **Waiver of Home and Community Care Elimination Period Rider**
- **Calendar Day Elimination Period Rider**
- Comprehensive Monthly Indemnity Benefit Rider or Home and Community Care Monthly Indemnity Benefit Rider. Maximum benefit is lesser of 2 times benefit period in months or 120 months.
- **Limited Pay Rider and Accelerated Premium Rider available**
- **Spouse Discount 30% vs 20%**
- **Nursing Facility Recovery Benefit provides for a paid up contract if Facility Care benefits are paid for at least 12 continuous months.**

**PENN TREATY'S ADVANTAGES OVER ALLIANZ**

- Issue ages above age 85 (issue ages below age 40 available upon request)
- Additional Elimination Periods 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 days vs 7, 30, 60, 90 and 180 days.
- Additional Benefit Periods 1, 2, 3, 4, 5, 6, 10 and Unlimited vs 2, 3, 4, 5, 8 and Lifetime
- Additional Options available for HHC 50%, 100%, 125% and 150% vs 70%, 100% and 130%
- Caregiver Training 10 times the HHC Daily Benefit vs 5 times the NHDB
- **Shared Care Benefits 3<sup>rd</sup> pool vs sharing benefits**
- Survivorship Rider options 5, 7, and 10 years vs 10 years
- **Spouse discount does not terminate if no longer married or living together.**
- International Coverage Benefit pays 75% of the Facility Daily Benefit for a maximum of 180 days vs 70% of Facility Care Benefit times 730 days.
- **Franchise Discount of 5% to 20% available**

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Spouse Discount**

Benefit Period:		Unlimited			2 Year				
Issue Age	PTN Pref	PTN Premier	ALLIANZ Pref Plus	ALLIANZ Std		PTN Pref	PTN Premierr	ALLIANZ Pref Plus	ALLIANZ Std
55	\$1305.60	\$1540.61	\$1151.48	\$1625.62		\$691.20	\$815.62	\$664.94	\$938.74
65	\$2426.88	\$2863.72	\$1913.52	\$2701.44		\$1167.36	\$1377.48	\$1066.10	\$1505.09
75	\$5975.04	\$7050.55	\$4213.72	\$5948.78		\$2549.76	\$3008.72	\$2268.07	\$3201.98

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/ \$100 HHC; With Compound Inflation; Single**

Benefit Period:		Unlimited			2 Year				
Issue Age	PTN Pref	PTN Premier	ALLIANZ Pref Plus	ALLIANZ Std		PTN Pref	PTN Premierr	ALLIANZ Pref Plus	ALLIANZ Std
55	\$1632.00	\$1925.76	\$1643.93	\$2320.85		\$864.00	\$1019.52	\$949.31	\$1340.21
65	\$3033.60	\$3579.65	\$2741.76	\$3870.22		\$1459.20	\$1721.86	\$1527.55	\$2156.54
75	\$7468.80	\$8813.18	\$6030.65	\$8513.86		\$3187.20	\$3760.90	\$3246.05	\$4582.66

TAX QUALIFIED POLICY COMPARISON

HANCOCK CUSTOM CARE II (TQ) vs. PENN TREATY'S PERSONAL FREEDOM III

**HANCOCK'S ADVANTAGES OVER PENN TREATY**

- Issue ages below age 40 (18-84)
- Maximum Daily Benefit range \$50-\$500 for Daily Benefit or \$1,500 - \$15,000 for Monthly Benefit
- **Partner Discount 15% or 30% for partners when both apply and are issued**
- **Family Discount 5%**
- **10 Pay and Paid up to 65 options available.**
- Monthly HHC Benefits Available vs. Monthly HHC benefits available when Advance or Timely Notification is given.
- Stay at Home Benefit equal to 1 times the Monthly Benefit or 30 times the daily benefit (includes home Modifications, Durable Medical Equipment, Caregiver Training, Home Safety check and Provider Check.)
- Double Coverage for Accident Benefit (under age 65 only). Pays 2 times the LTC Benefit amount if benefits paid due to accidental injury. Benefits paid in excess of the LTC benefit amount will not be deducted from the policy limit.
- **FamilyCare Benefit rider available**
- **Waiver of the Elimination Period for Home Care rider available**
- **Additional Cash Benefit rider available. Amount equal to 15% of the LTC benefit amount for monthly option or 4.5 times the daily benefit amount.**
- Enhanced Return of Premium upon Death Benefit rider available (age 65 and younger only)
- Additional Inflation rider of Compound 5% Benefit Amount and 3% of policy limit increases available.

**PENN TREATY'S ADVANTAGES OVER HANCOCK**

- Issue above age 84 (issue ages below age 40 available upon request)
- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs. 30, 60, 90, 180 and 365
- A one year benefit period available
- Additional options available for HHC 50%, 100%, 125% and 150% vs. 100%
- **Indemnity Benefit for HHC benefit included in base policy.**
- Respite Care 30 days vs. 21 days (or 1/30<sup>th</sup> of the Monthly Benefit Amount)
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs. only covered if they are a regular employee of the organization that is providing the services.**
- Meals on Wheels up to \$25 per day for 90 days per calendar year
- Restoration of Benefit included in base policy vs. rider
- International Coverage calendar month 75% of Facility Daily Benefit for a maximum of 180 days vs. 365 times the daily benefit amount or 12 times the monthly benefit amount.
- **Waiver after 90 days vs. after Elimination Period.**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **Survivorship Rider options 5, 7 or 10 year regardless of claims vs. 10 years without claims**
- **1<sup>st</sup> Day Waiver Rider available vs. only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Shared Care Benefit provides for a 3<sup>rd</sup> pool of benefits**
- **Facility Cash Benefits Rider available.**
- **Franchise Discount of 5% to 20% available vs. 5%**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/HHC; With Compound Inflation; Spouse Discount**

Benefit Period:		Unlimited				2 Year			
Issue Age	PTN Pref	PTN Premier	HANCOCK Preferred	HANCOCK Select	PTN Pref	PTN Premier	HANCOCK Preferred	HANCOCK Select	
55	\$1305.60	\$1540.61	\$1888.27	\$2202.98	\$691.20	\$815.62	\$649.73	\$758.02	
65	\$2426.88	\$2863.72	\$2761.34	\$3221.57	\$1167.36	\$1377.48	\$1018.45	\$1188.29	
75	\$5975.04	\$7050.55	\$5380.56	\$6277.32	\$2549.76	\$3008.72	\$2367.45	\$2762.02	

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100/\$3000 NH/ HHC; With Compound Inflation; Single**

Benefit Period:		Unlimited				2 Year			
Issue Age	PTN Pref	PTN Premier	HANCOCK Preferred	HANCOCK Select	PTN Pref	PTN Premier	HANCOCK Preferred	HANCOCK Select	
55	\$1632.00	\$1925.76	\$2675.05	\$3147.12	\$864.00	\$1019.52	\$920.45	\$1082.88	
65	\$3033.60	\$3579.65	\$3911.90	\$4602.24	\$1459.20	\$1721.86	\$1442.80	\$1697.41	
75	\$7468.80	\$8813.18	\$7622.46	\$8967.60	\$3187.20	\$3760.90	\$3353.88	\$3945.74	

TAX QUALIFIED POLICY COMPARISON

STATE LIFE LIFESTYLE 2000 PLUS (TQ) vs. PENN TREATY'S PERSONAL FREEDOM III

**STATE LIFE'S ADVANTAGES OVER PENN TREATY**

- 10 and 20 Pay options available.
- **Joint Discount up to 60% for two individuals living in the same household available**
- Weekly HHC Rider available
- Facility Only Indemnity Benefit and Facility and HHC Indemnity Riders available

**PENN TREATY'S ADVANTAGES OVER STATE LIFE**

- Additional Elimination Period Options 0, 20, 30, 60, 100, 180, 365, 730, 1095 and 1460 vs. 0, 30, 90, and 180 days
- Additional Benefit Periods 1, 2, 3, 4, 5, 6, 10 and Unlimited vs. 3, 5 and Lifetime
- Additional options available for HHC 50%, 100%, 125% and 150% vs. 100%
- **Indemnity Benefit for HHC benefit included in base policy vs. available through rider.**
- **Homemaker Care, Personal Care and Home Health Care provided by a Family Member are covered if the caregiver is pre-approved by the company vs. only covered if Informal Caregiver Indemnity Benefit Rider selected.**
- Meals on Wheels up to \$25 per day for 90 days per calendar year
- Bed Reservation 60 days vs 30 days
- Caregiver Training 10 times the HHC Daily Benefit vs 3 times the Daily Benefit
- **Waiver of Premium for Facility and HHC vs. Facility only and HHC with Rider**
- **Early Notification reduces waiver of premium days from 90 to 30 or 60 days based on notification**
- **1<sup>st</sup> Day Waiver Rider available vs. only available if 100% HHC selected.**
- **1<sup>st</sup> Day coverage for Home and Community Care Benefit available.**
- **Shared Care Benefits and Survivorship Riders available**
- **Facility Cash Benefits Rider available.**
- **Franchise Discount of 5% to 20% available vs. 10%**
- **5 Year Rate Guarantee**

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100 NH/HHC; With Compound Inflation; Spouse Discount (Joint Life for StateLife)**

Benefit Period:		Unlimited				3 Year			
Issue	PTN	PTN	StateLife	StateLife	PTN	PTN	StateLife	StateLife	
Age	Pref	Premier	Preferred	Select	Pref	Premier	Preferred	Select	
55	\$1305.60	\$1540.61	\$2286.14	\$3048.19	\$867.84	\$1024.05	\$1485.99	\$1981.32	
65	\$2426.88	\$2863.72	\$3962.85	\$5283.53	\$1489.92	\$1758.10	\$2575.72	\$3434.30	
75	\$5975.04	\$7050.55	\$8255.52	\$11007.36	\$3563.52	\$4204.95	\$5366.09	\$7154.78	

**RATE COMPARISON Benefits: 30-DAY E.P.; \$100/\$3000 NH/ HHC; With Compound Inflation; Single**

Benefit Period:		Unlimited				3 Year			
Issue	PTN	PTN	StateLife	StateLife	PTN	PTN	StateLife	StateLife	
Age	Pref	Premier	Preferred	Select	Pref	Premier	Preferred	Select	
55	\$1632.00	\$1925.76	\$1632.96	\$2177.28	\$1084.80	\$1280.06	\$1061.42	\$1415.23	
65	\$3033.60	\$3579.65	\$2830.46	\$3773.95	\$1862.40	\$2197.63	\$1839.80	\$2453.07	
75	\$7468.80	\$8813.19	\$5896.80	\$7862.40	\$4454.40	\$5256.20	\$3832.92	\$5110.56	