



PENNCORP LIFE
INSURANCE COMPANY

One Step LONG TERM CARE INSURANCE



Your Simplified Solution to Long Term Care

WHAT ARE THE CHANCES OF NEEDING LONG TERM CARE?

- ▶ Approximately 40% of those receiving long term care are **under** the age of 65.¹
- ▶ Nearly 50% of Canadians will need long term care after age 65.²
- ▶ Private nursing home care can cost between \$40,000 and \$70,000 a year, depending on the community.³

HOW MUCH IS YOUR CLIENT'S INDEPENDENCE WORTH?

The unfortunate truth is that the average couple will use up all their savings in 4 to 7 years if one of them requires long term care!

A SECURE FUTURE

PennCorp's **One Step - Long Term Care** plan is one of the most *unique* insurance products of its kind in Canada. Your client will receive benefits if they are unable to perform only **ONE** of the six activities of daily living or if they have a cognitive impairment* - other plans on the market require at least two activities of daily living before benefits are paid. Our **One Step** plan provides affordable protection that really works!

ONE STEP ADVANTAGES:

- ▶ **One Step** Simplified Underwriting
- ▶ Pays on **One** Activity of Daily Living or a cognitive impairment*
- ▶ Competitive Rates
- ▶ Benefits Paid Directly to client - No deductions or taxes withheld
- ▶ PennCorp pays full benefit regardless of any other benefits received

PENNCORP'S ONE STEP SOLUTION

Member Company of La Capitale Financial Group

¹ Georgetown University, Long-Term Care Financing Project, "Who needs long-term care?" May 2003

² New England Journal of Medicine

³ "Dignity Denied: Long Term Care and Canada's Elderly" B.C. Government and Service Employees' Union

*Some conditions apply, please see policy for complete details.