Help Producers Better Understand the Differences Between LTC and CI Riders

Enable them to guide clients through the options available to help with the potential financial strain of a chronic illness.

How Will Your Clients Pay for Long-Term Illness Care?

About 8 in 10 older adults have at least one chronic disease.

Medicare pays $0 for long-term care services beyond 100 days.

Assisted Living Facility 2015 Annual Median Cost

$43,200

Source:
Centers for Medicare & Medicaid Services, “Medicare coverage of Skilled Nursing Facility Care” 03/20/15

How to Get Started

1. Visit the web: Leverage LTC vs CI resources and information available to develop your training program - Product & Sales Tools page on RetireStronger.com/Producers/Resources

2. Email producers: Provide training resources to become more familiar with the differences between LTC and CI solutions as well and product solutions that fit your client’s needs: Download email.

3. Contact your American General Life Insurance Representative: Set up a training webinar today with one of our experts to explore the differences between LTC and CI.

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