

# Long-term care shouldn't erase what a lifetime of planning built.

SmartLock™ repositions cash or retirement assets into a coordinated system that covers care costs, protects the estate, and keeps care costs from derailing everything else.

## STRATEGY 1 · CASH-FUNDED

### Retirement Shield

Designed for clients funding with cash, non-retirement assets, or a Solo 401(k). Repositions a portion of savings into a hybrid structure that protects retirement income from all four distribution risks.

- 1 Fund the single-premium hybrid life/LTC policy with cash, a 1035 exchange, a qualified plan loan, or a Solo 401(k) rollover.
- 2 The policy provides unlimited LTC benefits with no coverage clock. Cash value grows at a contractual minimum rate regardless of how funds are accessed.
- 3 The policy may be owned by a revocable or irrevocable trust, providing additional asset protection and estate planning flexibility.
- 4 An optional inflation rider increases the LTC benefit annually, ensuring coverage keeps pace with rising care costs over time.
- 5 Protects against market risk, tax risk, care risk, and legacy risk in a single-premium structure with no ongoing premium obligations.

## STRATEGY 2 · IRA-FUNDED

### Leveraged Care

Designed for clients with pre-tax retirement accounts. A single coordinated transaction converts the retirement account from a countable asset into a protected care and legacy structure.

- 1 Complete a tax-free rollover from a retirement account into a qualified annuity that funds a 10-pay hybrid life/LTC policy.
- 2 The 10 annual, taxable distributions fund the policy, satisfy RMDs, and may qualify as non-countable in retirement account payout exemption states.
- 3 The hybrid policy is owned by a revocable or irrevocable trust. If held in a MAPT, cash value may be non-countable after the lookback period.
- 4 An optional inflation rider increases the LTC benefit annually, ensuring coverage keeps pace with rising care costs over time.
- 5 If care is needed, benefits reimburse the provider directly as a third party. Unused value transfers to beneficiaries outside of estate recovery and probate.

#### LTC BENEFIT

**Unlimited, no cap or clock**

#### PREMIUM STRUCTURE

**Single premium, no ongoing payments**

#### CARRIER RATING

**A-rated, mutually owned**

#### LEGACY PROTECTION

**Assets protected from care depletion**

#### USE IT OR KEEP IT

**Value preserved if care is never needed**

## IDEAL CLIENT PROFILE

### Who this is built for

- ✓ Ages 35 to 80 with existing retirement assets or cash reserves
- ✓ Clients who want LTC protection without ongoing premium risk
- ✓ Families with an active estate or financial plan who need coordinated care protection
- ✓ Clients with retirement accounts subject to RMDs seeking to reposition efficiently
- ✓ Business owners with self-employment income eligible for a Solo 401(k)

## PROFESSIONAL PARTNERS

### How advisors use this

- Estate planning and elder law attorneys coordinating asset protection and care planning
- CPAs managing RMD strategy and retirement income tax exposure
- RIAs and financial advisors protecting AUM from LTC event drawdown
- Writing agents and brokers placing hybrid life/LTC for high-asset clients
- Referral partners seeking a single-premium solution with no ongoing placement risk

