THE LONG TERM CARE DISCUSSION GROUP

A VOLUNTARY INDEPENDENT GROUP THAT MEETS SOLELY FOR THE PURPOSE OF EDUCATING THE POLICY COMMUNITY ON ALL FACETS OF LONG TERM CARE

Thursday October 8, 2015
1:30 – 2:30 pm Eastern Time

America's Health Insurance Plans (AHIP)
601 Pennsylvania Avenue NW
Washington, DC 20005

TOPIC: "New Insights on Life-LTC Combination Products"

SPEAKER: Doug Burkle, Life & Linked Benefit Product Design, Genworth Financial

The sale of policies that combine LTC and life insurance has been increasing steadily over the last decade. Approximately 95,000 individuals purchased one of two different types of Life-LTC combination products in 2014. This session explores the dynamics of the purchase and sale of these linked benefit products, focusing on:

- Who buys these products?
- How are they distributed?
- How do these life-linked benefit products work; and
- What is the cost/benefit relationship for the consumer, as compared with standalone LTC insurance?

This session will discuss a broad range of combination products with a focus on the detailed workings specific to Life/LTC combination products. Market trends with respect to product, price, sales and distribution will also be explored.

Doug Burkle is the Life & Linked Benefit Product Design Leader for Genworth Financial. Doug has been with Genworth for over 11 years working in LTC insurance Pricing/Product Development and Life & Linked Benefits Pricing/Product Development. He was a key member of the Linked Benefit team that designed and priced Genworth's Total Living Coverage (TLC) and TLC Annuity Linked Benefit products. Past experience includes pricing and product development work on Linked Benefit products for the past 20 years, including 9 years with Lincoln's MoneyGuard family of products. Doug priced First Penn-Pacific's bank annuity products for 6 years and priced Joint and Universal Life products with Fortis for 7 years. Doug is an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries. He graduated from Drake University with a Bachelor of Science in Business Administration with a major in Actuarial Science.

*The meeting will be at AHIP's office in Washington, D.C., located at 601 Pennsylvania Avenue, N.W., Suite 500. **PLEASE NOTE**: The building's new security procedures require that you **RSVP**, by no later than noon the day prior to the meeting, so we you can be pre-registered to enter the office. When you arrive, please give your name to the front desk. They will check you in and* *give you a badge. You can then proceed to the 5th floor. If you do not RSVP, you will need to register and show a photo I.D. card at the front desk before you proceed to the AHIP office.*

Please RSVP to Jenifer Allen at jenifer.allen@ltcg.com

Long Term Care Discussion Group Co-Chairs:
Susan Coronel, John Cutler, Hunter McKay, Karl Polzer, Jill Randolph, and Eileen J. Tell

Long Term Care Discussion Group meetings are intended as forums for candid discussion. Dialogue and comments made during these meetings should be treated as off the record.

For more information about the Long Term Care Discussion Group, and to access materials and information relating to previous meetings, visit www.ltcdiscussiongroup.org