

Multi-Life Discount Program

Strategic Advantages for Medical Firms



MetLife®



With qualified physicians and medical professionals in high demand, MetLife's LTCI Multi-Life Discount Program is the answer for medical firms seeking to offer a flexible and competitive benefits program that's both good for employees and good for the firm.

It can be difficult to find a benefit that provides flexible coverage, discounted rates, reduced underwriting, and the tax advantages medical practices seek. MetLife's Multi-Life Program can offer all this with as few as **three lives**.

Top Reasons Why Medical Firms Are Choosing MetLife's LTCI Multi-Life Discount Program

1. Reduced Underwriting and Discounted Premiums

- Those eligible are able to apply with fewer health questions than if they were applying on their own. With as few as 5 health questions, applicants may be eligible for coverage.
- Applicants receiving coverage through their employer will receive a 5% or 10% Multi-Life discount. This is in addition to all other discounts that participants may be eligible to receive.
- Spouses and qualified family members are also eligible for coverage, as well as for the Multi-Life discounts, which can add up to a total savings of 45% in premium discounts.*

2. Flexible Contribution

- MetLife's LTCI Multi-Life Discount Program can be offered as an employer-paid benefit, an employee-paid voluntary benefit, or as a combination of both.
- Executive Carve Out – “Employer-paid” program for a select group of physicians (e.g., all partners) while offering long-term care insurance as a voluntary benefit to other employees.
- Plans can be fully voluntary or employer can contribute up to 100% of premium and vary by class of employees, such as partners.

3. Important Tax Benefits

- Under certain Internal Revenue Codes, such as 7702B, premiums for tax-qualified long-term care insurance policies paid by your firm may be 100% tax deductible as a business expense.
- Benefits generally are non-taxable to employees.**

4. Comprehensive Product Offering

- MetLife has a policy that can best meet the needs of your physicians or medical professionals at every life stage.
- This flexibility allows each participant to apply for coverage that may best suit their current and future needs.

MetLife Long-Term Care Insurance enables your professionals to help protect the retirement savings that they've worked so hard to build.

*Discounts may vary by state. In New Jersey and New York maximum discount is 35%.

**Benefits from policies which pay a predetermined amount each day, are not included in income except amounts that exceed the beneficiary's total qualified long-term care expenses for the period for which benefits are determined, or limitations prescribed by the Internal Revenue Code, whichever is greater; less reimbursement for the long-term care expenses for the period from all other sources including Medicare.

Subject to state availability, Metropolitan Life Insurance Company ("MetLife") individual Long-Term Care ("LTC") Insurance coverage is offered by policies: LTC2-VAL, LTC2-IDEAL, LTC2-PREM, LTC2-FAC, LTC2007. In some states, these identifiers may be followed by the state's 2-letter abbreviation; "ML" for Multi-Life; and/or "P" for Partnership policies.

MetLife's LTC Insurance policies are guaranteed renewable and, like most LTC insurance policies, cannot be cancelled due to an increase in your age or a change in your health. Premium rates can be raised as the result of a rate increase made on a class-basis. Like most LTC Insurance policies, MetLife's policies contain certain exclusions, limitations, elimination periods, reductions of benefits and terms for keeping them in-force. Ask about complete costs and details.

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