

THE STATE LIFE INSURANCE COMPANY®

ANNUITY CARE®

Protecting Your Retirement Income

with OneAmerica Care Solutions



ONEAMERICA®

OneAmerica® is the marketing name for the companies of OneAmerica



You've spent your lifetime working to build wealth to help you achieve financial goals: buying a home, supporting your kids through their college years and beyond. Whether you're nearing retirement or already there, you need options to help shift your focus to making the most of the assets you've acquired.





Smart, strategic and stable

While preparing for the future, you've most likely set aside a sum of money to help you through hard times, but an unexpected need for long-term care (LTC) can deplete that rainy day fund quickly.

In retirement your assets generate your income. Focusing on your financial strategy now allows you to respond to a sudden need for LTC in the future and avoid putting your retirement at risk. A well-crafted strategy could help you protect your retirement income stream from significant unexpected costs — which could tighten your budget or cause you to find other ways to supplement your income.

OneAmerica® Care Solutions annuity-based products can provide a tax-efficient way to help pay for LTC. By reallocating existing assets like savings, a certificate of deposit (CD) or an annuity you can optimize funds you have already saved. You also have the ability to pass any funds not used for LTC to your heirs.

With higher issue ages and more relaxed underwriting requirements compared to other types of LTC insurance, Annuity Care may provide the protection you need when you need it most.

Distinct product advantages

Protect your income stream

Guaranteed growth is provided by the minimum interest rate credited to both the cash and LTC funds within your annuity.

Access your funds

After the first contract year, you can access up to 10 percent of your account value without surrender charges.

Receive tax benefits

Transfer an existing annuity into an Annuity Care product and access those assets without federal tax penalties.

Possible lifetime protection

You choose how long you'd like your protection to last... from 24 months to your lifetime.

70%

of people turning 65 today will eventually need some type of LTC in their lifetime¹

Over 60%

of Baby Boomers (born 1946–1964) cite healthcare expenses as their top concern in retirement²

Only 16%

of Boomers are confident they can cover the cost of LTC themselves²

1. Source: <https://longtermcare.acl.gov/the-basics/who-needs-care.html>, last updated 9/25/2017

2. Insured Retirement Institute, *Boomer Expectations for Retirement 2016*.



Leverage for a lifetime

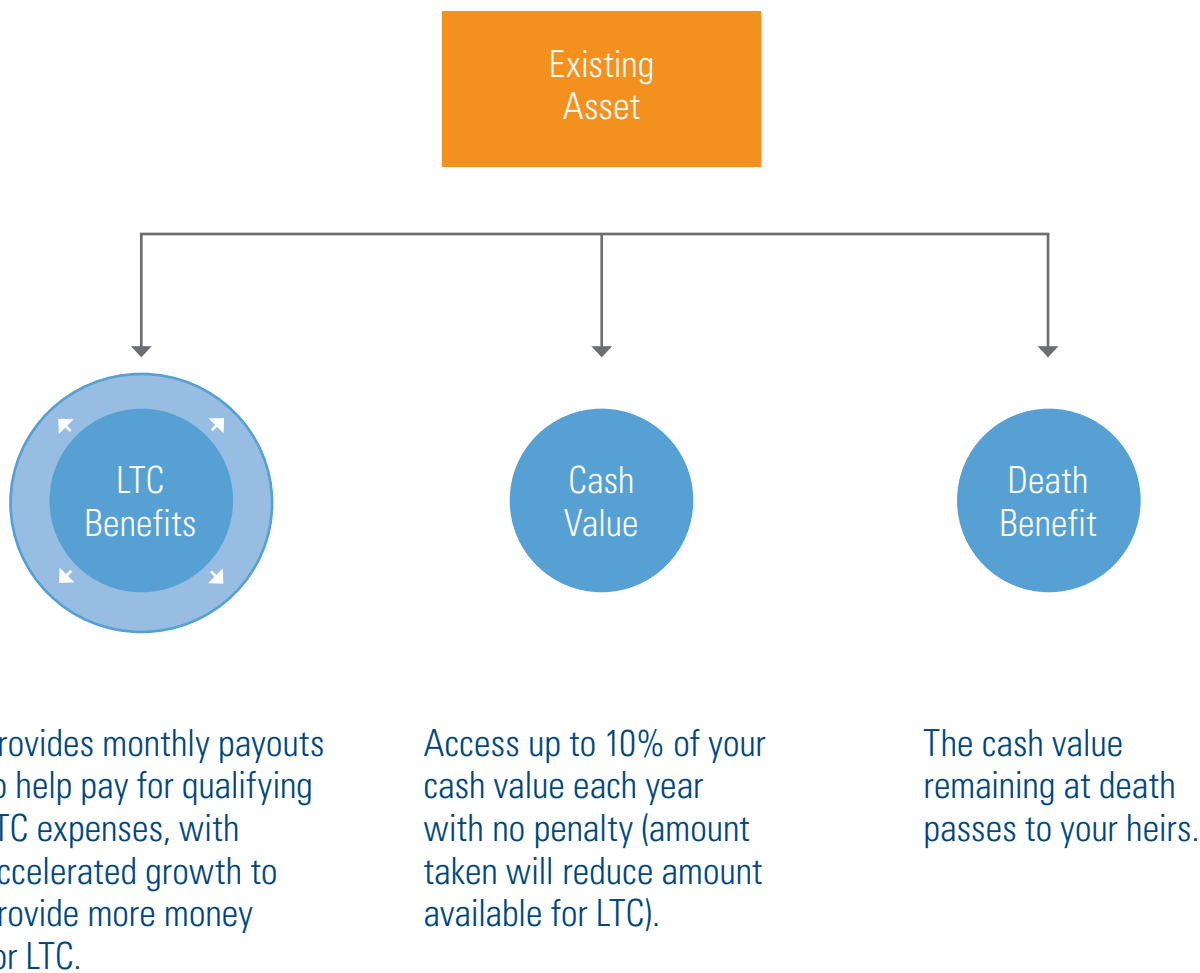
Albert and Sharon have been retired for over 10 years and are starting to plan for possible LTC expenses in the near future. They can leverage an existing annuity and turn it into a tax-free lifetime income stream specifically for qualifying LTC expenses.

- **Lifetime benefits:** By selecting lifetime on the optional Continuation of Benefits rider, Albert and Sharon can't outlive their protection. Once they have met policy requirements for benefits and have qualified LTC expenses, their protection is available to pay monthly for each of their lifetimes.
- **Strategy:** Repositioning one asset can help Albert and Sharon protect their retirement income and financial portfolio from significant LTC costs. And any funds not used for LTC can pass to their heirs.



Your existing asset can be used in three ways

OneAmerica Care Solutions single-premium Annuity Care contracts feature guaranteed growth applied to LTC benefit balances to help maximize the funds you use for qualifying LTC expenses.³ Any cash value not used for LTC passes to your heirs as a death benefit.



3. To be eligible for benefits, the annuitant or eligible person (covered person) must be a chronically ill individual with qualified long-term care services provided pursuant to a plan of care prescribed by a licensed health care practitioner.

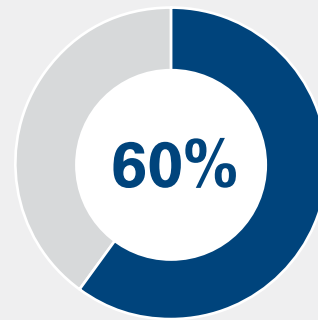
Receive care in the setting you choose

Many people who receive LTC prefer to stay in their home. OneAmerica Care Solutions can help you do just that.

More than just nursing home care

LTC is intended to provide support to those who need assistance due to severe cognitive impairment, or help completing Activities of Daily Living (ADLs) like eating or bathing. Our Care Solutions can help you pay for almost any level of care, ranging from local care during the day to more specialized support:

- Home health care
- Assisted living
- Nursing home
- Adult day care
- Hospice



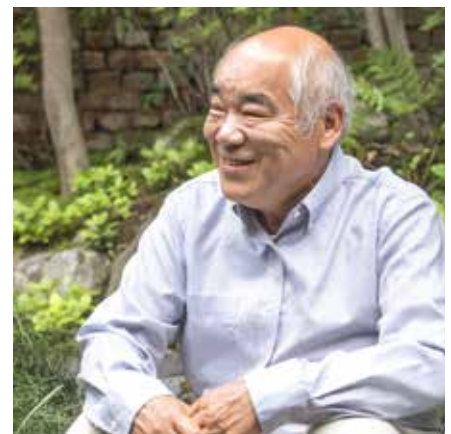
Nearly 60% of those utilizing LTC services receive care in their home⁴

4. Harris-Kojetin L, Sengupta M, Park-Lee E, et al. Long-term care providers and services users in the United States: Data from the National Study of Long-Term Care Providers, 2013–2014. National Center for Health Statistics. VitalHealth Stat 3(38). 2016.

Tax advantages

Robert purchased an annuity years ago, and knows that accessing that money can carry a significant tax burden. Transferring his existing annuity into Annuity Care allows him to access those funds for qualified LTC expenses on a tax-free basis under federal law.

- **Tax-free movement:** Robert will incur no taxation or tax penalty for moving funds from his existing annuity to a OneAmerica Care Solutions annuity via a 1035 exchange.
- **Tax-free access:** An annuity designed specifically to help pay for LTC allows monthly payments to be distributed tax-free under the Pension Protection Act of 2006.



Benefits beyond LTC

Annuity-based Care Solutions provide more than just monthly benefits to help pay for LTC expenses.

Protect your spouse

Annuity Care can provide LTC benefits to your spouse. If you transfer a joint owned annuity, your spouse is automatically covered as a joint annuitant. If not, the Eligible Person Provision can allow you to name your spouse as a recipient of LTC benefits.

Tax efficiency

The Pension Protection Act of 2006 allows annuity-based products funded with after-tax money to receive distinct tax advantages. Withdrawals to pay for qualified LTC expenses are federally income tax-free, regardless of gain.

Funds access

Free partial surrenders allow you to access up to 10 percent of your account value with no surrender charges. Partial surrenders will reduce amount available for LTC expenses, as well as the amount payable to heirs upon death, if any.

Other benefits

Long-term care includes more than just payments to cover stays in a facility. These annuities feature other valuable benefits such as:

- **Bed reservations** to “hold your spot” in a facility if you require more specialized care in a hospital
- **Respite care** allows your primary caregiver to take a short break to travel or just have a few days off from providing care



Your four steps to get the care to meet your needs

- 1 Discuss your situation with your trusted financial professional
- 2 Determine which product and funding option is right for you and your family
- 3 Decide on options to customize your protection
- 4 Depend on OneAmerica Claims Concierge when you need to make a claim

Solutions to supplement your strategy

Refining your financial priorities now can help you maintain control of your future.

Preserve retirement income

Planning for the possibility of LTC can help ensure money you've reserved to see you through retirement isn't depleted faster than you expect.

Experience growth

Annuity LTC accounts feature higher interest rates to generate more funds for LTC, with the option to use one of several crediting strategies to help capitalize on market growth while protecting assets from losses during possible downturns.

Control your care

Thinking about your care preferences before you have a need allows you to choose your preferred care setting.

Leave a legacy

If you never have a need for LTC, or you have cash value remaining upon death, assets pass to your family, favorite charity or your place of worship.

Simplified underwriting

Gabriel has a non-qualified deferred annuity set aside in case of emergencies. Since his type II diabetes can make it difficult to qualify for traditional long term care insurance, the simplified underwriting available with the Annuity Care products was an attractive feature.

- **Protection:** Gabriel's existing health conditions didn't prevent him from securing LTC protection.
- **Convenience:** Underwriting for the annuity products is conducted with no invasive medical exams.



A company you can trust

OneAmerica is a company with the strength, longevity and experience required to help you achieve your financial goals. For 140 years, millions of Americans like you have trusted OneAmerica. You can rely on us to deliver on our promises. To work for our policy holders — not our shareholders. To fulfill our commitments to you.

As a mutual company, our strength comes from putting you first. The leading independent credit rating agencies, A.M. Best and Standard & Poor's, have favorably recognized our financial strength.

- On July 28, 2016, State Life was rated A+ (Superior) by A.M. Best. This is the second highest of 16 possible ratings assigned by the agency.
- On August 28, 2016, State Life was rated AA- by S&P. This is the fourth highest of 21 possible ratings assigned by the agency.

With this foundation and our mutual structure, we support the financial futures of those who depend on us.

We have, we do, and we will.



Let us prove our commitment to helping you craft a sound financial strategy. Experience for yourself what it means to be our customer.

Note: Contracts and long-term care insurance riders are underwritten by **The State Life Insurance Company**, Indianapolis, Indiana. This is a solicitation of long-term care insurance. Details about the cost, benefits, limitations and exclusions of this contract and long-term care riders will be provided to you by a licensed agent/producer. When you respond, an insurance agent/producer will contact you. Annuity Care Form numbers: SA34, R508. Annuity Care II Form numbers: ICC15 SA35, ICC15 R521 PPA ND, ICC15 R521 PPA, ICC R522 PPA, SA35. Indexed Annuity Care Form numbers: ICC14 SA36, ICC14 R529 PPA, ICC14 R530 PPA; SA36, R529 PPA, R530 PPA. Not available in all states or may vary by state. All guarantees are subject to the claims paying ability of State Life. All individuals in the scenarios presented are

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About OneAmerica®

A national leader in the insurance and financial services marketplace for 140 years, the companies of OneAmerica help customers build and protect their financial futures.

OneAmerica offers a variety of products and services to serve the financial needs of their policyholders and customers. These products include retirement plan products and recordkeeping services, individual life insurance, annuities, asset-based long-term care solutions and employee benefit plan products.

Products issued and underwritten by the companies of OneAmerica and distributed through a nationwide network of employees, agents, brokers and other sources who are committed to providing value to our customers.

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