

# Guide Clients Through Options to Help with the Potential Financial Strain of a Chronic Illness.



**7 in 10 people**

who are age 65 will need **chronic illness care** later in life.

Centers for Medicare & Medicaid Services  
11/14/2014



**Medicare pays \$0**

for **long-term care** services beyond 100 days

Centers for Medicare & Medicaid Services, "Medicare coverage of Skilled Nursing Facility Care" 03/20/15



**\$43,200**

**Assisted Living Facility**  
2015 Annual Median Cost

Genworth 2015 Cost of Care Survey, Home Care Providers, Adult Day Health Care Facilities, Assisted Living Facilities and Nursing Homes; 03/20/15

## How to Use This With Clients



1. **Visit the web:** [Go to Long Term Care vs. Chronic Illness page](#) to get more information on the differences between LTC vs CI riders and an innovative product solution: the Accelerated Access Solution® (AAS) – a chronic illness accelerated benefit rider. Web page includes consumer approved materials such as infographic, care coordination services, and multiple sales ideas.



2. **Email clients:** Stimulate interest by sending them customizable infographics on Long-Term Care and Chronic Illness as well as the video on living benefits to stimulate interest.

- Infographic: [How will you pay for long-term care?](#)
- [Share a real-life story](#)



3. Follow up the email with a personal phone call to talk more about this concept and set up a meeting using the consumer approved materials

- Infographics
  - [Eye opening health statistics](#)
  - [How will you pay for long-term care?](#)
- Frequently Asked Questions: [Accelerated Access Solution](#)



Policy Form Numbers: 15442, ICC15-15442, 15442-10A, 15646, ICC15-15646, ICC14-14579, 14579, 14579-5, ICC14-14523, 14523; Rider Form Numbers: ICC15-15602, 15602, ICC15-15603, 15603, ICC15-15604, 15604, 82012, 82410, 88390, ICC15-15600, 15600, ICC14-14002, 15972, 11990, ICC11-11990, 15600, ICC15-15600, CA WMDR 82001-5 Rev0914, 13601, ICC13-13601, ICC14-14002, 82012, 82410, 88390, ICC15-15990, ICC15-15602, 15602, ICC15-15603, 15603, ICC15-15604, 15604, ICC15-15271, 15271, ICC15-15272, 15272, ICC15-15274, 15274, 15996, ICC15-15997, 07620, ICC14-14012, 14012, ICC14-14018, 14018, ICC14-14390, 14390, AGLA 05AHC, AGLA EMD-DB, ICC14-14002, 14002, 14002-5, 14306, ICC14-14523, 14523, AGLA 04CHIR, AGLA 04CHIR-CA, AGLA 04CRIR, AGLA 04TIR, ICC10 AGLA ABR and AGLA ABR. State variations may apply. Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). Products may not be available in all states and product features may vary by state. Guarantees are backed by the claims paying ability of the issuing insurance company. © AIG 2017. All rights reserved.

California residents should be provided the "California Resident Supplemental Information" flyer on the Accelerated Access Solution (AGLC110145).

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