



3D Advisors Presents

# The LTC Producer Kit

3D Advisors presents an easy-to-use interactive producer kit that highlights the 3D LTC carriers' company/ industry information and current product materials, as well as provides you with 3D produced materials.

You can use the information inside this kit to help you better understand the long term care insurance (LTCi) market and to help you discuss extended health care planning with your clients.

**Access the kit now.**

**3D Materials**

**Carrier Materials**



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Introduction

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## 3D Materials

- [Types of Long Term Care](#) – snapshot of available settings for long term care.
- [2020 Tax Advantages of LTC](#) – understand the tax advantages and benefits of qualified LTCi in 2020.
- [Agent’s Intro and Training Guide for LTCi](#) – everything you need to know about selling LTCi with 3D Advisors.
- [Hybrids Have Their Advantages](#) – one-page snapshot of the key features of each of the linked benefit products available through 3D Advisors.
- [Effective Advisor Process for Leveraging Hybrid LTCi for Your Clients](#) – six-step planning strategy for advisors to effectively utilize hybrid LTCi.
- [LTCi Quote Request Form](#) – fillable form you can complete with your client and send back to 3D Advisors to obtain a quote.
- [Linked Benefit Quote Request Form](#) – fillable form you can complete with your client and send back to 3D Advisors to obtain a quote.
- [Medical History Form](#) – fillable form you can complete with your client and send back to 3D Advisors to ensure the most accurate quote.
- [Long Term Care Insurance Coverage Waiver](#) – fillable form you can complete with your client for record that LTCi was discussed/recommended.





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**Forethought**

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### Forethought

- [Simply Speaking LTC Client Brochure](#) – a client-approved brochure highlighting what you need to know about LTC and LTCi.
- [ForeCare™ Client Brochure](#) – details what your client needs to know about ForeCare™.
- [ForeCare™ Client Flyer](#) – a client-approved flyer featuring the need for LTCi and a brief look at the ForeCare Fixed Annuity.
- [ForeCare™ Product Highlights](#) – provides producers and their clients with a quick overview of the product.
- [ForeCare™ Facts and Factors](#) – provides producers and their clients with a detailed look at how ForeCare combines a fixed annuity with long term care coverage.



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### Lincoln Financial

[MoneyGuard® Solutions MGA Launchpad](#) – a complete resource for all MoneyGuard sales and client approved marketing materials.


[The Lincoln Long Term Care Digital Experience](#) – a client approved interactive website that discusses basics surrounding long term care.


 [MoneyGuard III Professional Guide](#) - a complete guide to Lincoln's newest LTC product for producers.


 [MoneyGuard III Consumer Guide](#) - everything your client needs to know about MoneyGuard III.


 [Four Myths of Long Term Care](#) – client-approved infographic highlighting the most common myths of long term care.


 [Impact of Alzheimer's Reaches Beyond the Elderly](#) – client-approved infographic highlighting the value of planning ahead.

 [Alzheimer's Disease and the Importance of Preparation](#) – client-approved guide to Alzheimer's Disease and the importance of preparation.

 [What Every Woman Should Know](#) – client-approved guide to the most important information all women should know about long term care.

 [Tips for Caregivers](#) – client-approved one-pager featuring ten tips to assist in making the caregiving experience more rewarding.

 [Prepare for a Healthier Future](#) – presentation to help explain the value of long term care expense planning.

 [Taxes: Control What You Can](#) – client-approved infographic highlighting some common tax facts that explain where tax money goes.





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### Mutual of Omaha

- [Advantages of Traditional LTCi](#) - a look at why traditional LTCi remains firmly rooted as a viable solution.
- [MutualCare® Solutions Portfolio Guide](#) - a high-level overview of MutualCare® Custom Solution and MutualCare® Secure Solution.
- [MutualCare® Custom Solutions Client Brochure](#) - details of MutualCare® Custom Solution.
- [MutualCare® Secure Solutions Client Brochure](#) - details of MutualCare® Secure Solution.
- [MutualCare® Solutions Product Guide](#) - a complete guide to product information.
- [MutualCare® Solutions Underwriting Guide](#) - a comprehensive look at underwriting guidelines.
- [LTCi Pre-Screen Flyer](#) - a consumer-approved flyer that provides information on pre-submission underwriting considerations.

- [MutualCare® Solutions Partnership Brochure](#) - a complete guide to partnership programs and the eligibility requirements.
- [Long Term Care Tax Advantages for Individuals](#) - a consumer-approved one-page look at the tax deductibility of LTCi for individuals.
- [Long Term Care Tax Advantages for Small Business Owners](#) - a consumer-approved one-page look at the tax deductibility of LTCi for business owners.
- [The Cost of Long Term Care Services](#) - Mutual of Omaha's 2018 cost-of-care study.
- [Strong. Stable. Secure.](#) - an overview of Mutual of Omaha's financial report.
- [MutualCare Solutions e-App Quick Start Guide](#) - an overview of Mutual of Omaha's e-app process.





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### National Guardian Life

[EssentialLTC Product Summary](#) – a high-level overview of EssentialLTC.

[EssentialLTC Agent Guide](#) – a complete guide to National Guardian Life’s EssentialLTC product for producers.

[EssentialLTC Client Guide](#) – a consumer approved guide to EssentialLTC and the importance of LTCi.

[EssentialLTC Underwriting Guide](#) – a complete guide to product information and underwriting guidelines.

[Underwriting Prequalification Form](#) - a form used to collect information to help determine your client’s underwriting eligibility.



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### Nationwide


 [CareMatters II Product Highlights](#) - get all your questions answered with this professional brochure.


 [CareMatters II Client Guide](#) - product guide for your client.


 [CareMatters Client Guide \(NY\)](#) - product guide for your NY clients.


 [CareMatters II Underwriting Process Guide](#) - easy steps for submission to commission.


 [CareMatters II Case Study](#) - a look at when CareMatters II may be right for your clients.

 [Sales Idea: Finding the Right Fit](#) - determining when CareMatters II is a fit for your clients.

 [Sales Idea: Creating More Resources for Your Clients' Future LTC Needs](#) - help your clients leverage what they've saved.

 [Sales Idea: Help High-Net-Worth Clients Avoid Hidden Costs of Self-Funding](#) - help your clients understand the hidden costs of self-funding their potential LTC care.

 [Sales Idea: LTC Solutions Spouses Can Agree On](#) - positioning Nationwide LTC options to your married clients.

 [Sales Idea: Using HSA Dollars to Purchase CareMatters II](#) - thoughtfully structured to be eligible for health savings account reimbursement, CareMatters II allows clients to pay for LTC components of their policy with HSA dollars.

 [Nationwide Life Product State Approval Grid](#) - a look at YourLife CareMatters® approval by state.





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### OneAmerica

- [Care Solutions Product Guide](#) - all the necessary tools to allow you to discuss the risks associated with long term care and OneAmerica's product offerings.
- [Care Solutions New Business Process Guide](#) – a reference tool to help provide seamless processing on Care Solutions business
- [Asset Care State Approvals](#) - a comprehensive list of the current state approval status for Asset Care.
- [Indexed Annuity Care \(30 months + Lifetime\) vs a Typical LTC Annuity](#) - comparison between Joint Indexed Annuity Care and another LTC Annuity in the marketplace.
- [Annuity Care II Sales Idea: Tax Deferred to Tax-Free for LTC](#) – a client-approved look at the most important aspects to consider in retirement.
- [Annuity Care Sales Idea: New Life for Old Assets](#) - help give new life to stagnant annuities with annuity-based solutions.
- [Sales Idea: Use IRA Dollars to Fund Asset Care](#) - learn how funding Asset Care with qualified funds can result in a 20% bonus to their income base.







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### Securian

 [Securian Agent Guide](#) – a complete guide to Securian’s SecureCare product for agents.

 [SecureCare Application and Underwriting Guide](#) – a producer-approved look at how the SecureCare application and underwriting process works.

 [Securian Underwriting Guide](#) – pre-qualification impairment guide.

 [Securian Consumer Brochure](#) – consumer-approved guide to Securian’s SecureCare product.

 [Paying for Long Term Care: Which Asset Would You Choose?](#) – a consumer-approved look at the options for paying the costs of long term care.

 [LTCi Taxation Guide](#) – an overview of the tax treatment of SecureCare to individuals and businesses.





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### Transamerica

 [Multi-Life at a Glance](#) – one page look at multi-life LTC.

 [Transamerica Multi-Life Producer Guide](#) – producer guide for multi-life LTCi offerings.

 [Transamerica Individual Producer Guide](#) – a complete producer guide to writing LTC with Transamerica.

 [TransCare III Consumer Brochure](#) – consumer brochure explaining benefits and features.

 [Transamerica Field Underwriting Guide](#) – a complete guide to underwriting at Transamerica.



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