

Long-term Care Insurance

What Every Employer Needs To Know



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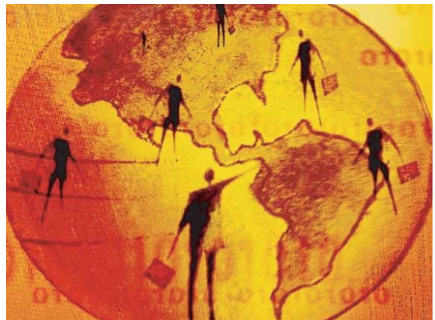
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MAKING YOUR BENEFIT PROGRAM WORK SMARTER



What Every Employer Needs To Know

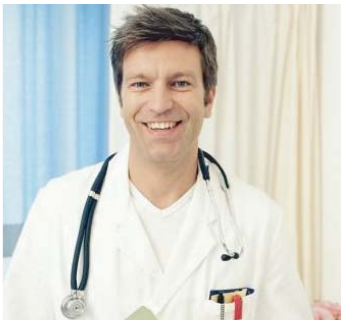
About the new State of California Partnership Program,
announced February 4, 2004.



What Happened:

- For the first time, a group LTC partnership policy is available to employers.
- It is ground-breaking news in the employee benefit field.
- This program was quietly negotiated by the state and just publicly announced.

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What makes the program unique:

- This is the only group long-term care insurance plan, endorsed by the State of California.
- The State of California is allowing this plan special incentives and enhancements.
- These partnership policies are the only policies sold in California that contain a special lifetime "asset protection" feature, and now there is finally a group partnership policy.



What does it cost?

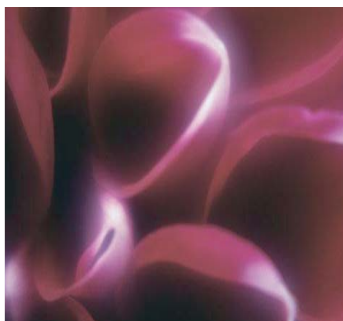
- This plan can be offered as a voluntary benefit, costing the employer nothing.
- Yet, there are real Employer Costs when there is no plan offered.

According to a MetLife study for Employers, the major effects of caregiving on employee productivity include :

- Costs due to workday interruptions
- Costs due to partial absenteeism
- Replacement costs for employees who quit due to caregiving responsibilities
- Lost productivity and supervisory time

According to this study, 23% of all U.S. telephone households are involved in caregiving, and 64.2% of these are employed.

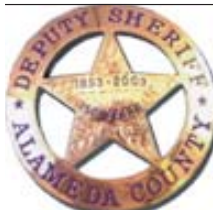
(The MetLife Study of Employer Costs for Working Caregivers, June 1997)



Background:

The California Partnership for Long-Term Care is an innovative program of the State of California, Department of Health Services in cooperation with a select number of private insurance companies. These companies have agreed to offer high quality policies that must meet stringent requirements set by the Partnership and the State of California. These special policies are commonly called "Partnership policies".

Partial Client List:



How do we proceed?

- Not available through all brokers.
The broker must be:
 - Long-term care qualified
 - Partnership qualified
- Why Derendinger?

Meets these requirements and more:

Sits on the California Partnership's Agent Advisory Group
Is Partnership-Qualified

A specialist in bringing group long-term care and
disability solutions to organizations.

Serving customers for 45 years.

For more information:

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