



**Genworth**<sup>®</sup>  
Financial

## THE ADVANTAGE YOU NEED ...

**CORNERSTONE ADVANTAGE<sup>SM</sup>**  
**LONG TERM CARE INSURANCE**

Underwritten by  
Genworth Life Insurance Company of New York

*Maybe you think you don't need long term care insurance.*

*Maybe you think you can't afford it.*

*Maybe you think there are more important things to spend your money on right now.*

*Maybe all you need is a little push and a big advantage—  
the Cornerstone Advantage.*

It's never too early or too late to start preparing for something as important as long term care. And the sooner you begin preparing, the better.

Studies show that the older you get, the more likely it is you may need long term care services. As the likelihood of developing health issues increases, it could affect your ability to qualify—and pay—for long term care insurance.

If you think you won't need long term care, ask yourself these questions: If you are involved in an accident or find out you have a long term illness—which could happen at any age—how would you handle the long term care costs? What would happen to your family? How could you help protect your savings from being eaten up by the cost of care? Cornerstone Advantage could be just the advantage you need.

## HOW CORNERSTONE ADVANTAGE WORKS

Deductible and Co-insurance help keep premiums low



## SOME COMMON MISCONCEPTIONS

***“I’ll pay for it myself.”*** You might think you can self-insure or pay for long term care yourself. One look at how expensive care can be and you begin to understand why long term care insurance can be a safe, sound way to plan ahead.

***“Medicare will take care of me.”*** A lot of us think Medicare will take care of us in the event of a lengthy illness. But the fact is, it generally covers only skilled care after you have been in the hospital for at least three days, and the coverage is limited.

***“Medicaid is always a backup.”*** If you want Medicaid to cover your long term care expenses, you’ll probably have to spend your savings in order to qualify. So, the assets you’ve worked so hard to build up over the years will have to be depleted first—hardly the scenario you want.

### **Why you need long term care insurance**

With all of this in mind, long term care insurance makes so much sense, for so many reasons. With the right insurance plan in place, you could help:

- Maintain your independence at home or, if needed, receive care in a facility
- Protect your nest-egg
- Avoid being a financial burden to your loved ones
- Secure your financial future

## MAYBE IT’S TIME TO GET THE ADVANTAGE YOU NEED

### **The Cornerstone Advantage**

Learn more about Cornerstone Advantage and see how you can take advantage of a long term care insurance policy that’s affordable, flexible and designed to fit your needs.



# JUST WHAT YOU NEED FOR THE FUTURE: INSURANCE YOU CAN AFFORD TODAY

## **Protection the way you want it**

The whole idea behind Cornerstone Advantage is affordability. You choose the daily benefit you want. You also select the total amount of protection you want in dollars—from \$100,000 up to \$1 million.

## **Choose a daily benefit that's right for you**

With Cornerstone Advantage, you can select a daily benefit based on where you currently live or where you expect to retire. This is an advantage, because the cost of care varies greatly from one part of the country to another and you can tailor your daily benefit to fit the cost of care where you expect to receive it.

You satisfy your one-time deductible and then, much like popular healthcare plans, Cornerstone Advantage pays 80% of allowable expenses,<sup>1</sup> up to the daily benefit selected, and you pick up the rest. This “cost sharing” approach helps keep the plan affordable.

## **Additional options to help meet your needs**

While expenses for room and board in an assisted living facility are not covered under the Cornerstone Advantage base policy, you may purchase a rider that does provide an increased level of coverage. For an additional premium you can add a rider that includes 80% reimbursement of allowable expenses for rent or room and board in an assisted living facility, or you can purchase a waiver of premium rider. After you meet your deductible, the waiver of premium rider allows you to waive premium payments when receiving covered care in an assisted living facility or at home. You can buy one or both, the choice is yours.

## **Select the inflation protection you want**

Don't worry about inflation nibbling away at your level of coverage. You can make sure your coverage keeps up with inflation by choosing from several options that will help protect you and your loved ones in the future.

## **Share the benefit**

If you and your spouse or domestic partner have always shared things, why should insurance be any different? If you both purchase identical Cornerstone Advantage policies with shared coverage riders, when one of you dies the other will receive the unused policy benefits—in addition to what is in his or her own policy. Or, if you use all of your policy benefits, you can tap into the unused portion of your spouse or domestic partner's benefits. And, if you deplete all of those benefits, we will make 50% of your spouse or domestic partner's original policy benefit available should he or she need to use it.

<sup>1</sup> A complete description of allowable expenses is contained in the outline of coverage and your policy.

### **Automatic return of premium<sup>2</sup>**

In the event that you pass away, your estate—or someone you designate—can receive all or a portion of the premiums you've paid through Cornerstone Advantage's return of premium benefit.

### **Receive Care Coordination services at no extra cost**

How do you find the care services you need? Where do you turn? Privileged Care® Coordination is an integral part of Cornerstone Advantage and is designed to help you identify the specific services and care providers you need. The Care Coordination team includes a licensed health care practitioner who is qualified by training and experience to assist you in planning your long term care. It's up to you whether you choose to use this service or not. Either way, it's available to you at no extra cost.

### **Enjoy discounts**

Cornerstone Advantage has premium discounts to help make your long term care insurance policy even more affordable. If you're in good health, congratulations! You may qualify for a preferred health discount that entitles you to a 15% reduction in your premium. Not only that, but if you and your spouse or domestic partner both apply for or own Genworth Life of New York long term care insurance policies, you can also enjoy an additional 25% Cornerstone Advantage couples discount. The preferred health discount can be combined with a couples discount, however, the maximum combined discount is 35%.

*Now that's some advantage. That's Cornerstone Advantage,  
a surprisingly affordable way to start protecting  
yourself and your assets.*



<sup>2</sup> Not available to those 75 years old or older.

# LONG TERM CARE INSURANCE FROM THE PEOPLE WHO HELPED PIONEER IT

If you're wondering what makes us long term care insurance experts, here are some important things to know.

Our Long Term Care Insurance Division helped pioneer the development of long term care insurance more than 30 years ago, and we've been recognized as an industry leader ever since.<sup>3</sup> Now we're introducing this next generation of long term care insurance ... to reach new customers with affordable, flexible solutions.

Our experience and expertise give you the confidence of knowing we're a company that offers unparalleled products and services. We are committed to providing you with innovative insurance plans to help meet your evolving needs.

With more than 60,000 policyholders in New York, we've paid nearly \$159 million in long term care claims.<sup>4</sup> Over the years, more people have trusted our Long Term Care Insurance Division to help cover their long term care costs than those of any other insurer.

Meeting our customers' needs is not just something we talk about; it's something we do—every day. That's why you can depend on Genworth Life Insurance Company of New York, a member of the Genworth Financial family of companies. We're here today and for the long term.

<sup>3</sup> LifePlans 2006 Long Term Care Individual and Group Association Top Writers Survey Results. Based on number of individual policies sold and annualized individual premium inforce.

<sup>4</sup> As of 12/31/06.

This is a brief overview of Genworth Life Insurance Company of New York's Cornerstone Advantage long term care insurance, policy form 7048. Be sure to review the accompanying outline of coverage for more detailed information regarding the policy benefits, limitations and exclusions. Policy terms and provisions will prevail. All applications are subject to the underwriting requirements of Genworth Life Insurance Company of New York.

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the compassion to care, the leadership to conquer

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