

WEBINAR SERIES

# A Special Enrollment Opportunity for You

May 25, 2022



# Today's Agenda

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- Facts of Life Insurance
- Accelerated Death Benefit for Chronic Care Endorsement
- Chronic Care Benefit
- MassMutual@WORK Group Whole Life Insurance - Your maximum coverage options
- Examples by Age
- How to Sign-Up
- Simple & Quick Enrollment
- Simple Application Process
- NortonLifeLock
- Core ID Theft Protection
- Special Benefit Offering
- Farmers Home and Auto
- Nationwide Pet Insurance
- PrestigePEO Discount Programs

## Webinar Forum

*All participants are muted.*

*Please type questions in the side navigation panel and we will try to address most questions during today's session.*

*Today's presentation will be posted on our website under [PrestigePEO.com/webinars](https://PrestigePEO.com/webinars)*

# Today's Presenters



## John A. Manning, CLTC

Lee, Nolan & Koroghlian, LLC  
Insurance and Financial Advisor

John joined Lee, Nolan & Koroghlian, LLC in October 2014 with 18 years of industry experience, the majority spent as a trader on the floor of the New York Stock Exchange. He quickly became recognized as a leader in the firm and in the company.



## Kathleen Sullivan

Associate Director of Benefits  
PrestigePEO

Kathleen Sullivan is the Associate Director of Employee Benefits at PrestigePEO. Kathleen has spent over 25 years in the employee benefits arena and has been with PrestigePEO for the past six years. She currently oversees a strong team of dedicated specialists who work to support, educate, and advocate for PrestigePEO clients and their employees.

# Facts of Life Insurance

## Life Insurance in US households<sup>1</sup>

**46%** have none at all

**34%** have group life insurance

**32%** Nearly one in three say they need more



<sup>1</sup> LIMRA Facts About Life, LIMRA, 2017.



# MassMutual@WORK is a group whole life product with a new Chronic Care Endorsement available to eligible employees at Prestige PEO



Guaranteed level premium



Guaranteed increases in cash-value



Guaranteed death benefit



Simple Application



Dividend eligible<sup>3</sup>



Chronic Care Benefit<sup>4</sup>



Permanent and Portable for life. You own the coverage

<sup>3</sup> Dividends are not guaranteed. The certificate is eligible to receive dividends beginning on the second anniversary.

<sup>4</sup> The Chronic Care Benefit is available if the insured has been diagnosed by a Qualified Medical Practitioner as having a chronic illness. The Chronic Care Benefit is neither long term care insurance nor nursing home care insurance. Chronically ill is generally defined as: being permanently unable to perform, without substantial assistance, at least two Activities of Daily Living (ADLs) (eating, toileting, transferring, bathing, dressing, and continence) due to loss of functional capacity; or Requires Substantial Supervision to protect the Insured from threats to health or safety due to permanent Severe Cognitive Impairment.

# Accelerated Death Benefit for Chronic Care Endorsement

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## Definitions

**Chronic Illness** means the Insured requires continuous care for the remainder of the Insured's life in an Eligible Facility or at home as a result of:

- **Being unable to perform without Substantial Assistance, at least two (2) Activities of Daily Living for a period of 90 consecutive days due to loss of functional capacity or having a similar level of disability; or**
- **Severe Cognitive Impairment requiring Substantial Supervision to protect the Insured from threats to health or safety.**

**Eligible Facility** is a skilled nursing or other licensed medical facility that provides continuous care for the remainder of the Insured's life.

# Accelerated Death Benefit for Chronic Care Endorsement

## Definitions

### Activities of Daily Living

Bathing:	the washing of oneself by sponge bath, or in either a tub or shower, including the task of getting in or out of the tub or shower.
Continence:	the ability to maintain control of bowel and bladder function; or, when unable to maintain control of bowel or bladder function, the ability to perform associated personal hygiene (including caring for a catheter or colostomy bag).
Dressing:	putting on and taking off all items of clothing and any necessary braces, fasteners, or artificial limbs.
Eating:	feeding oneself by getting food to the body from a receptacle (such as a plate, cup or table) or being fed by a feeding tube or intravenously.
Toileting:	getting to and from the toilet, getting on and off the toilet, and performing associated personal hygiene.
Transferring:	moving into or out of a bed, chair, or wheelchair.

# Accelerated Death Benefit for Chronic Care Endorsement

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## Definitions

Severe Cognitive Impairment is the deterioration or loss of intellectual capacity that is comparable to, and includes, Alzheimer's disease and similar forms of irreversible dementia, resulting in a deficiency in the Insured's:

- Short- or long-term memory;
- Orientation as to person (such as the person's identity), place (such as the person's location) and time (such as day, date and year);
- Deductive or abstract reasoning; and
- Judgment as it relates to safety awareness, which requires Substantial Supervision.



# Chronic Care Benefit



- Triggered by loss of 2/6 ADL's or cognitive impairment
- Expected to last 90 days or longer
- Benefit is paid in a lump sum
- No waiting period
- No conditions on how money is spent
- No additional premium or out of pocket costs, an actuarial reduction will apply
- Helps cover extra expenses associated with a chronic illness\*\*



\* The fee for the Chronic Care Benefit is a present value adjustment shown as a percentage of the Eligible Amount for the Chronic Care Benefit. The percentage depends on the Insured's age at the time the benefit is exercised: 18% for ages 45 and above; 27% for ages 44-35; 36% for under age 35. In the states of Kansas and Minnesota the term "fee" is replaced with "Actuarial Discount." For Montana, "fee" is replaced with "Reduction."

\*\*The payment of the Chronic Care Benefit will reduce the group whole life certificate's death benefit and any cash value. The certificate's premium payments will then be based on the reduced amount of insurance and the rates in effect for the policy. Receipt of the Chronic Care Benefit under the certificate MAY AFFECT MEDICAID and SUPPLEMENTAL SECURITY INCOME ("SSI") eligibility. Contact the Medicaid Unit of the local Department of Public Welfare and the Social Security Administration Office for more information. The Chronic Care Benefit is intended to qualify for favorable tax treatment under Section 101(g) of the Internal Revenue Code.

Based upon the current tax code, benefits provided by this Endorsement may be taxable if the Insured is not the certificate owner, the spouse of the certificate owner, or the dependent child of the certificate owner. Certificate owners should seek tax advice from their tax advisor prior to requesting a Chronic Care Benefit payment.

# MassMutual@WORK Group Whole Life Insurance

## Your maximum coverage options

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Employees can  
apply for up to

**\$250,000**

Available in increments  
of \$5,000

# Examples by age

## For \$50,000 MassMutual@WORK Group Whole Life Coverage<sup>5</sup>

	Age 25	Age 45	Age 55
Cost per week	\$7.62	\$19.04	\$33.24
Guaranteed cash value at age 65	\$19,580.13	\$14,299.06	\$8,558.27

Over **50%** of people overestimate the cost of life insurance by **3 times**<sup>6</sup>

**Helpful tip:**  
The amount you pay is based on your age, so premiums are lower if you buy sooner rather than later.

<sup>5</sup>This is an example only and is not binding. This example is for non-tobacco unisex rates. Additional policy features, or riders, are not included in the examples above and may be available at an additional cost. Rates are as of 1/1/2021 and may vary based on age, tobacco status and state.

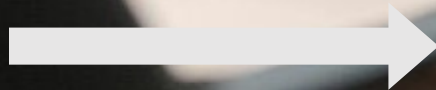
<sup>6</sup>LIMRA 2017 Life Insurance Barometer Study.

# How to sign-up



## Email

Instructions have been sent via email to all eligible employees.



## Online enrollment

- Secure online enrollment <sup>7</sup>
- Available on all web enabled devices
- Available 24/7

OR



## Educational Consultants

- Deliver personal guidance through enrollment process
- (844) 667-5223
- 8 a.m. – 8 p.m. ET

<sup>7</sup> Eligible employees may submit a paper application if they prefer.

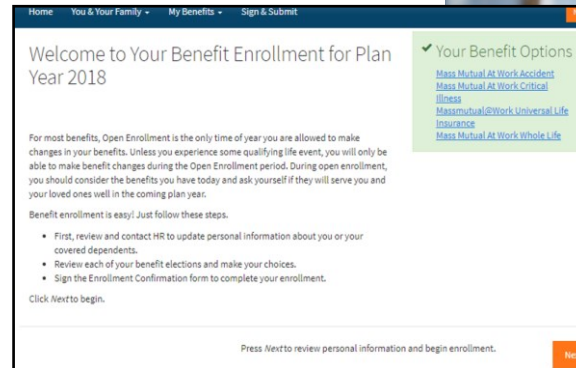
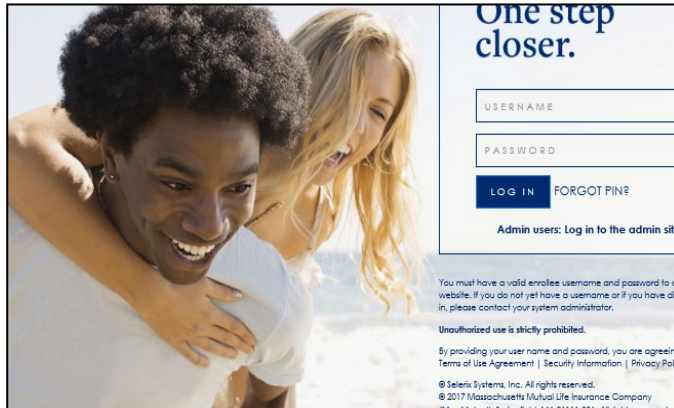


# Simple & quick enrollment



## Ready, set, enroll!

- Enroll in a secure, easy-to-use tool
- Electronic signature





# MassMutual@WORK Group Whole Life Insurance



## A simple application process



### Answer just three underwriting questions to determine eligibility

- 1 Within the last 12 months have you used tobacco or other nicotine containing products?
- 2 Are you actively at work at your usual and customary location, maintaining your normal work schedule, performing all the duties of your occupation without limitation due to injury or sickness?
- 3 During the last 2 years, have you sought treatment for, been treated for, or been diagnosed by a member of the medical profession as having any of the following:
  - Cancer or malignancy of any kind including carcinoma in situ and melanoma (excluding non-melanoma skin cancer)
  - Heart attack, coronary artery, valve disease, heart failure or cardiomyopathy
  - Alcohol or drug abuse
  - Diabetes for which the recommended treatment is insulin
  - Chronic obstructive pulmonary disease, emphysema or other chronic lung disease (excluding asthma)
  - Stroke or transient ischemic attack (TIA)
  - Chronic kidney disease or kidney failure (excluding kidney stones)
  - Parkinson's disease or paralysis
  - Cirrhosis of the liver or hepatitis (excluding Hepatitis A)
  - AIDS (Acquired Immune Deficiency Syndrome) or tested positive for HIV (Human Immunodeficiency Virus) or its antibodies

# You are eligible to purchase **MassMutual@WORK Group Whole Life Insurance**

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# PrestigePEO Perks and Discounts

Connected employees need more than just identity theft protection

# WE HELP PROTECT MORE



## IDENTITY PROTECTION ALONE



# OUR CORE ID THEFT PROTECTION



## LifeLock Identity Alert System

Monitoring for fraudulent use of your Social Security number, name, address, or date of birth in applications for credit and services. The patented system sends alerts by text, phone, email, or mobile app.



## Credit Monitoring + Application Alerts

We monitor key changes to your credit file and alert you to help detect fraud.



## Dark Web Monitoring

Identity thieves can sell your personal information on hard-to-find dark web sites and forums. LifeLock patrols the dark web and notifies you if we find your information.



## U.S.-Based Identity Restoration Specialists

If your identity is compromised, an Identity Restoration Specialist will personally handle your case and help restore your identity.



ENJOY Comprehensive identity theft and device protection WITH OUR  
**SPECIAL BENEFIT OFFERING**



**Both Plans Include:**

- ✓ LifeLock Identity Alert System
- ✓ Prior ID Theft Remediation
- ✓ Privacy Monitor
- ✓ Dark Web Monitoring
- ✓ ID Verification Monitoring
- ✓ \$1M Protection Package
- ✓ Financial Account Activity Alerts
- ✓ Lost Wallet Protection
- ✓ Password Manager
- ✓ Norton Device Security
- ✓ Norton Family Parental Controls
- ✓ Safecam

<p><b>\$5.49</b> /per employee  <b>\$10.98</b> /per family</p>
<p><b>1B</b> Credit Monitoring</p>
<p><b>1B</b> Credit Application Alerts</p>
<p><b>3 EE / 6 FAM</b> Norton Device Protection</p>
<p><b>10GB</b> Online Backup</p>

<p><b>\$9.99</b> /per employee  <b>\$19.98</b> /per family</p>
<p><b>3B</b> Credit Monitoring</p>
<p><b>3B</b> Credit Reports + Scores</p>
<p><b>Monthly</b> Credit Score Tracking</p>
<p><b>5 EE / 10 FAM</b> Norton Device Protection</p>
<p><b>50GB</b> Online Backup</p>
<p>Home Title Monitoring</p>
<p>New Checking &amp; Savings Application Alerts</p>
<p>Bank Account Takeover Alerts</p>

\* Rates are shown as monthly amounts. Taxes are included in the rates

# A BETTER FIT FOR EMPLOYEES



Farmers Home and Auto provides insurance coverage tailored to your needs. Get a quote today.

As an employee, you have access to special savings on auto insurance. Others have saved an average of \$562\* by making the switch. Call today, 800-438-6381

## Auto Insurance

With custom fit coverages, you can drive your own auto insurance policy while enjoying savings and benefits, like:

- Special group discounts
- Automated payment options
- Claim-free driving rewards
- Car rental
- No deductible windshield repair
- Roadside assistance
- Guaranteed auto repairs for covered losses
- ID protection services

**Call today, 800-438-6381**

## Home Insurance

Quality home insurance coverage means you can rest easy knowing your most valuable asset is truly protected, along with savings and benefits, like:

- Special group discounts
- Replacement cost coverage
- Referral networks
- Automated payment options
- ID protection services

**Call today, 800-438-6381**

# Nationwide® Pet Insurance My Pet Protection® plan summary



Nationwide pet insurance helps you cover veterinary expenses so you can provide your pets with the best care possible without worrying about the cost.

## My Pet Protection coverage highlights

We offer a choice of reimbursement options so you can find coverage that fits your budget. All plans have a \$250 annual deductible and \$7,500 maximum annual benefit. Coverage includes\*:

- Accidents
- Illnesses
- Hereditary and congenital conditions
- Cancer
- Dental diseases
- Behavioral treatments
- Rx therapeutic diets and supplements
- And more

## Included with every policy



- 24/7 access to veterinary experts (\$110 value)
- Available via phone, chat and email
- Unlimited help for everything from general pet questions to identifying urgent care needs



- Save time and money by filling pet prescriptions at participating in-store retail pharmacies across the U.S.
- Rx claims submitted directly to Nationwide
- More than 4,700 pharmacy locations



## Additional highlights

- Exclusive product for employer groups only
- Preferred pricing for employees
- Multiple-pet discounts
- Guaranteed issuance

\*Some exclusions may apply. Certain coverages may be excluded due to pre-existing conditions. See policy documents for a complete list of exclusions. Products underwritten by Veterinary Pet Insurance Company (CA), Columbus, OH; National Casualty Company (all other states), Columbus, OH. Agency of Record: DVM Insurance Agency. All are subsidiaries of Nationwide Mutual Insurance Company. Subject to underwriting guidelines, review and approval. Products and discounts not available to all persons in all states. Insurance terms, definitions and explanations are intended for informational purposes only and do not in any way replace or modify the definitions and information contained in individual insurance contracts, policies or declaration pages, which are controlling. Nationwide, the Nationwide N and Eagle, vet helpline, and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. ©2021 Nationwide. 21PMC8302E\_GRP\_REV

# PrestigePEO Discount Programs

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Aflac offers short term disability, accident insurance, cancer insurance, and hospital insurance.

Contact Alvaro Montenegro at 201-628-4924 or [alvaro\\_montenegro@us.Aflac.com](mailto:alvaro_montenegro@us.Aflac.com) to discuss your options and enroll.

Once enrolled we will set-up convenient payroll deductions.



Save up to 60% on ticket, travel and shopping! Open FREE account at [www.workingadvantage.com](http://www.workingadvantage.com)

- Click Register at the top of page, Click Employees, Click Here
- Enter company member ID #202433428 to create an account



Providing you offers to exclusive discounts of up to 50% off tickets and up to 60% off hotels, with access to preferred seating and special offers.

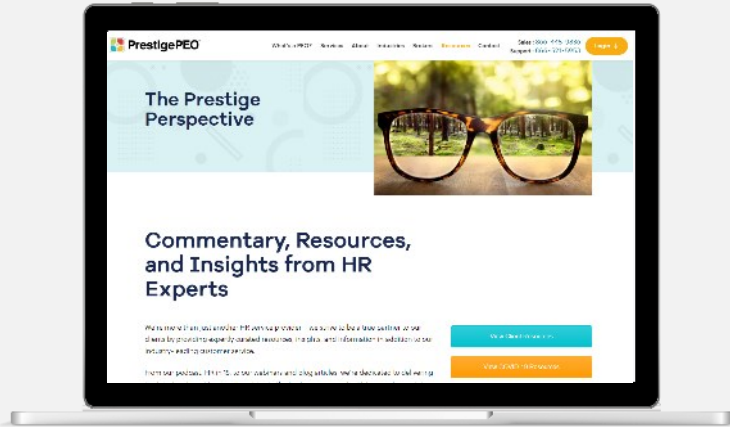
Go to: <https://www.plumbenefits.com/account.php?sub=enroll>

Choose to sign up with the following company code, ac0324452 (lowercase), enter your email address, create a password (\* characters) and your all set!

Questions / Comments / Discussion?



# PrestigePEO Communications



You can view today's presentation and video recording by visiting:

[prestigepeo.com/webinars](https://prestigepeo.com/webinars)



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Join us on **Facebook, LinkedIn and Twitter** to receive event notifications and weekly updates



Tune-in to our latest "HR in 15" podcast episode found on your favorite podcast app or at **"HRin15.com"**



Reach out to your support teams – HR and Compliance, Employee Benefits, and Payroll directly from our **PrestigeGO mobile app**



We Are Here For You



Human Resources, Employee Benefits, and Payroll Simplified

You started your business because you had a great idea. We started our business to handle the rest.