



Genworth®  
Financial



## WHEN VALUE MEANS SELECTION

CLASSIC SELECT<sup>SM</sup>  
LONG TERM CARE INSURANCE

Underwritten by Genworth Life Insurance  
Company of New York



## CHOICE IS A WONDERFUL THING

Genworth Life Insurance Company of New York's Long Term Care Insurance Division has been around for over 30 years. During that time, we've heard a lot of positive feedback from our customers. And we believe there's one thing that is appreciated most of all—the power of choice.

People like having the flexibility to help decide where they get their care and who provides that care. They believe that having more options is more comforting than having just a few. Being in control helps our policyholders and their families.

Our comprehensive long term care insurance plans are built around providing choices. Once you qualify for benefits, you participate in helping determine what's best for you. Where? Who? How? What could be better than that?

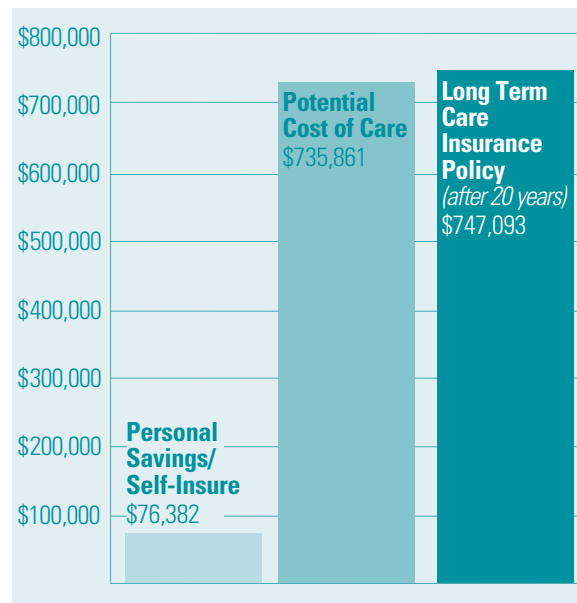
# CONSIDER LONG TERM CARE INSURANCE

Have you thought about the fact that a long term care event could have a substantial impact on your loved ones and your life savings? If you aren't protected, how would that affect your retirement plans? Long term care insurance can help protect your assets, help maintain your financial freedom, and give you the options necessary to receive quality long term care and services.

## WHAT IS YOUR PLAN?

Some people believe they can self-insure by allocating personal savings for long term care. Once you do the math, however, you'll see that a long term care insurance policy may be the better option.

**Self-Insurance:** Let's assume you have twenty years to save for your long term care needs and \$2,200 a year to put aside. If you have an after-tax return of 5%, in twenty years you will have accumulated approximately \$76,382<sup>1</sup> to take care of your potential long term care needs. That may seem like enough money, but with the average annual cost of a private room in a nursing home being \$116,482 in New York,<sup>2</sup> you may not be as prepared as you think.



**Potential Cost of Care:** Assuming the same twenty years and a compound inflation rate of 5%, the annual cost of a private room in a nursing home could be as much as \$294,344. Taking into account the average stay in a nursing home is an estimated 2.5<sup>3</sup> years, you could be looking at a cost of \$735,861.

**Long Term Care Insurance Policy (after 20 years):** If you use the same \$2,200 a year to purchase long term care insurance, with 5% compound inflation, you could have access to approximately \$747,093<sup>4</sup> in long term care insurance protection.

<sup>1</sup> Assumes \$2,200 per year grows at 5% annually, net of taxes.

<sup>2</sup> Genworth Financial 2008 Cost of Care Survey, conducted by CareScout, April 2008. This cost was calculated by averaging the average costs of care in the four regions of New York illustrated in our survey.

<sup>3</sup> National Nursing Home Survey, National Center for Health Statistics, U.S. Department of Health and Human Services, June 2002; while 2.5 years is the average length of stay for all nursing home residents, the study indicates that of the residents who remain in nursing homes for more than 3 months, 30% are there 3 months to 1 year; 37% for between 1 and 3 years; and 33% for 3 or more years.

<sup>4</sup> For illustrative purposes, assumes issue age 55, married preferred, a three-year policy from Genworth Life Insurance Company of New York, \$270 daily benefit, 90-day elimination period, 5% compound inflation, 100% Home Care coverage and no claims incurred for 20 years. Assumes level premiums over the period illustrated which is not guaranteed.

# GREAT REASONS TO CHOOSE GENWORTH LIFE INSURANCE COMPANY OF NEW YORK



*Selecting a long term care insurance company is an important decision for your family. So we urge you to learn as much about the subject as possible. Do your homework. Check out our competition. Ask questions. The more you know, the more likely you'll choose Genworth Life of New York.*

## **Reputation**

Genworth Life of New York is a member of the Genworth Financial family of companies, whose Long Term Care Insurance Division helped pioneer the development of long term care insurance in 1974 and has been an industry leader ever since. More people have trusted our Long Term Care Insurance Division to help cover their long term care costs than any other insurer.<sup>5</sup> Genworth Life of New York proudly meets the needs of more than 64,000 policyholders (as of 12/31/07).

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<sup>5</sup> LifePlans 2007 Long Term Care Individual and Group Association Top Writers Survey Results. Based on number of individual policies sold and individual annualized premium income.

### **Flexibility When Choosing Where to Receive Care**

Many people in need of care feel most comfortable right at home, near loved ones and familiar surroundings. Others prefer a more social environment, such as a community day care program. And some people require nursing home facilities or assisted care facilities (including Alzheimer's facilities). Our comprehensive long term care insurance gives you the flexibility where to receive care.

### **Caregiver Selection**

One of our goals is to help our policyholders maintain the quality of life they're accustomed to should they have a covered long term care need. So in addition to covering nurses and other professional care providers, our policies can also cover nonprofessional care providers.

### **Human Touch**

We understand that arranging care can be very difficult. With Genworth Life of New York, you don't have to go it alone. When you need help finding local home health care agencies or researching care options, Privileged Care® Coordinators are ready to assist you—at no extra cost.

### **World-Class Claims Service**

We strive to make sure our claims process is as quick and simple as possible so that every claim is handled with the utmost care for the policyholder.

### **Heart**

Although we're a big company, we give policyholders the attention they deserve. We are there when people need us the most. Our personal touch accentuates everything we do, giving purpose to every product and service available from the Genworth Financial family of companies.

# GENWORTH LIFE OF NEW YORK MAKES IT EASIER TO GET THE HELP YOU NEED

## **Privileged Care® Coordinators provide superior service**

Privileged Care Coordination Services can help you find home health care providers. The Privileged Care Coordination Team includes local professionals familiar with the long term care services available in your community. Whether you choose to use a Privileged Care Coordinator or not is up to you, but when you do, we pay for the costs of their services, and your available policy benefits are not reduced by those costs.

## **This service is optional**

As always, the final choice of care providers is up to you. There is no obligation to go with any of the options suggested by the Privileged Care Coordinator. And if you want to change providers at any time, for any reason, you can do so.

## **Your Privileged Care Coordinator can:**

- Conduct assessments of your functional and cognitive capabilities and personal need for care and services.
- Work with you to identify the specific services and care providers you require.
- Develop and suggest an initial and subsequent Plans of Care to assist you in meeting your needs.
- Provide the initial and ongoing certifications of need for care.
- Assist you in completing initial claims forms.
- Monitor your care needs on an ongoing basis.

*The Privileged Care Coordinator does not make claims decisions.*

# CAREGIVER CHOICE GIVES YOU HOME CARE CHOICES

Under this long term care insurance policy, the caregiver can be a friend or neighbor. This informal caregiver can prepare meals, clean house, make minor safety-related repairs, take

out trash, do household chores and other things as provided in your policy that can help you maintain a happier, healthier quality of life. We cover:

Health care services provided in your home by a nurse, or a licensed physical, occupational, respiratory or speech therapist.



Home health aide and personal care attendant services, homemaker and choremaker services provided in your home by professional caregivers, friends, or neighbors.

# HOW TO QUALIFY FOR BENEFITS

*Activities of  
Daily Living:  
Bathing  
Eating  
Dressing  
Toileting  
Continence  
Transferring*

## **You qualify for covered benefits when:**

**1a.** You need substantial assistance with at least two of six activities of daily living (bathing, eating, dressing, toileting, continence, transferring). In addition, it is expected that you will need the substantial assistance for at least 90 days.

– or –

**1b.** You need substantial supervision because you have a severe cognitive impairment, which generally means that you have a significant deterioration in or loss of your intellectual capacity (e.g., Alzheimer's).

– and –

**2.** Your doctor, a nurse, licensed social worker or Privileged Care Coordinator certifies from time to time that you need the assistance or supervision as described above. In determining qualification for benefits, we can ask your doctor and your care providers for information that supports your need for care.

Benefits are paid to you for covered care and services you receive consistent with a Plan of Care that has been developed by a Privileged Care Coordinator, nurse, doctor or licensed social worker.

## **Pre-existing Conditions**

Once you are insured, there is no exclusion for pre-existing conditions. (A pre-existing condition is a sickness, physical or medical condition existing before the policy effective date.) However, incorrect or omitted material information in your application may cause this policy to be rescinded (voided) or a claim to be denied.

## **Mental or Nervous Disorders**

Once you are insured, there is no exclusion for mental or nervous disorders such as depression, or brain conditions such as Alzheimer's disease.

# PERHAPS THE RIGHT CHOICE IS CLASSIC SELECT

Classic Select is a comprehensive, flexible policy meeting both requirements for tax-qualified long term care insurance and the New York Standards for Nursing Home and Home Care insurance. Classic Select provides excellent coverage to help protect you from the high costs of long term care.

These are some of the included features and benefits:

## HOME AND COMMUNITY CARE COVERAGE

We understand that most people prefer to stay in the comfort of their own home when they need long term care. Classic Select is there for you when the covered care and services you need can come to your home. Our coverage includes benefits such as the purchase and installation of equipment to help make your residence more accessible, and training for friends and relatives who want to provide some of your care.

We also help cover services in addition to healthcare tasks; someone to prepare meals, clean house, make minor repairs, take out trash, do chores and other things as provided in your policy that can help you maintain a happier, healthier quality of life.

Once you satisfy the Elimination Period, we will reimburse you for actual expenses incurred for the following covered care and services. Classic Select offers coverage plans that pay you up to 100% of the Daily Maximum.<sup>6</sup>

**Skilled Services** Nursing care and physical, occupational, respiratory and speech therapy from licensed professionals.

**Home Health Aides and Personal Care Attendants** Help with personal hygiene, simple healthcare tasks, activities of daily living and managing medications.

**Homemaker Services** Assistance with preparing meals, doing laundry and light house cleaning, such as vacuuming, dry mopping and washing dishes.

**Chore Services** Help with minor household repairs, taking out the garbage and related tasks that help ensure your safety while inside your home. These do not need to be performed by a trained individual.

**Hospice Care** Care provided to relieve your physical and emotional discomforts in your home or in a licensed or certified facility, if you become terminally ill.

**Adult Day Care** A program of social and health-related services provided during the day in a community group setting outside your home.

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<sup>6</sup> Home care coverage has a minimum daily benefit of \$25 per day for each day that you receive Home and Community Care Services.

## THE FOLLOWING BENEFITS ARE ALSO AVAILABLE

**Caregiver Training** Training for an informal, unpaid caregiver (such as a person you live with, a friend or relative) to help care for you at home. Maximum lifetime reimbursement — up to five times your Daily Maximum.

*Care providers can be independent and not affiliated with a home care agency. For unskilled services, even your friends and neighbors can provide some of your care.*

**Respite Care** If your primary, unpaid caregiver needs to take a temporary break, we pay Facility Care and/or Home and Community Care Coverage benefits for the covered care you receive during that time. There is no Elimination Period requirement that you must satisfy, so benefits become payable immediately. Reimbursement up to 21 days a year, each year — for the life of your policy.

**Equipment and Home Modification** Purchase and installation of items — such as a ramp, a stair lift for going between levels of your home, grab bars to assist in bathing or toileting or other supportive equipment — that enable you to stay in your home for at least 90 days. Maximum lifetime reimbursement — up to 50 times your Daily Maximum.

**Supplementary Care Benefit** Your policy may not specifically identify every foreseeable type of care you need. So, to cover these expenses we offer a Supplementary Care Benefit. This benefit pays for additional care, services, equipment, supplies or other items not otherwise covered in your policy, which will be helpful to you. If you, your doctor and we all agree, and the items are reflected in your plan of care, you will be reimbursed for their cost. Examples include, but are not limited to, in-home safety devices, home-delivered meals and rental of emergency medical response devices.

## **FACILITY CARE COVERAGE**

If the best place to receive care is not in your home but in a covered facility, Classic Select can help make that transition comfortable.

*Once you satisfy the Elimination Period, we will pay for expenses incurred for covered care and services in the facilities below. Classic Select pays up to 100% of your selected Daily Maximum.<sup>7</sup>*

- **Assisted Care Facilities** (including Alzheimer's facilities)
- **Nursing Homes** (including private-duty nursing care)

**Bed Reservation** While you are receiving Facility Care Coverage, you may reserve your room or bed for any reason, such as to celebrate a holiday, visit your family or temporarily enter a hospital. If you are charged a fee to reserve your accommodations in the facility we will reimburse you for up to 30 days a year, each year, for the life of your policy.

# BENEFITS AND FEATURES FOR YOUR FINANCIAL WELL-BEING

**Waiver of Premium** When you need care, the last thing you should have to worry about is paying another bill. That's why we waive your premium payments for each coverage month that begins while you receive ongoing benefits for Facility Care or Home and Community Care Coverage.

**Limited Pay Options** You may pay for long term care insurance premiums over a limited period of time, rather than for the life of the policy. There are two specific options:

- **10-Pay** This option is available for those ages 18-79. It enables you to pay the premiums over a period of 10 years, at which time the policy is considered paid up.

– or –

- **Pay-to-65** This option is available for those ages 18-55. It allows you to pay the premiums until the policyholder reaches age 65, at which time the policy is considered paid in full.

*Limited Pay is not available with Shared Benefit Coverage.*

**30-Day Free Look** If you are not completely satisfied with your policy, return it within 30 days of receipt for a full refund, with no questions asked.

**Guaranteed Renewability** Once you're insured, as long as you pay your premiums on time and do not exhaust your benefits, your coverage is guaranteed renewable and cannot be canceled by us. While we reserve the right to raise future premiums for all policyholders by class and state, your premiums will never increase due to changes in your health status or age.

**Protection Against Policy Lapse** If your policy lapses, we will provide a retroactive continuation of coverage if, within seven months after the lapse, we receive proof you received care or services that would have been covered had the policy not lapsed. To take advantage of this benefit you need to pay all past due premiums and provide acceptable proof that you met the requirements to qualify for covered benefits.

**Late Payment Protection** To help assure that your policy doesn't lapse by mistake, you may designate another person for us to notify if we do not receive your premium payment on time.

# DISCOUNTS

We're always trying to provide affordable ways to help protect individuals from the high costs of long term care. When getting your quote, please be sure to ask about the following discounts:

## Preferred Health Discount

If you are eligible and in good health when you apply, you can receive a 15% discount on your premiums for the life of your policy.

## Discounts for Couples

- If both of you are eligible, apply for and are issued individual policies, both of you will receive a 25% premium discount.
- If both of you are eligible and apply for individual policies, but just one of you is issued a policy, he or she will receive a 10% premium discount.
- The preferred health discount of 15% can be combined with a couples discount, however, the maximum combined discount is 35%.

The rates for shared benefit coverage are already discounted.

## Small Business Discount<sup>8</sup>

If your business meets eligibility requirements, you can receive a 5% Small Business Discount. This discount is taken from the net premium after all other discounts have been applied.



## SHARED BENEFIT COVERAGE FOR COUPLES

*With shared benefit coverage there's only one billing statement. And, if one person goes on Waiver of Premium, there are no premiums to pay for either person.*

Why have two long term care insurance policies, when a single policy may suffice? Genworth Life of New York allows a couple to share the benefits of one policy. Features of shared benefit coverage include:

- **One policy** Identical coverage for both of you.
- **A Shared Personal Benefit Account** Access benefits separately or together at the same time (until combined benefits paid exhaust the Personal Benefit Account), however, a minimum of 12 months of coverage is required to be available for each person. The shared Personal Benefit Account remains available after one of you dies.
- **Joint Waiver of Premium** The premium applicable for both is waived even if only one person qualifies for the waiver.
- **One billing statement** Both people are covered under one billing statement, so you only have to write one check.
- **Premiums reduced** If one person dies, premiums will be reduced for the survivor unless premiums are waived by an optional Survivorship Benefit rider.
- **Conversion option** In the event your relationship terminates due to divorce or final separation, both of you have the opportunity to continue your shared coverage or to convert to individual coverage.

**Note:** Under shared benefit coverage, the Daily or Monthly<sup>9</sup> Maximum and Elimination Period apply to each person separately.

**Under our policy, the term “couples” not only applies to spouses but also to two people who meet the state of New York’s criteria for living together in a committed relationship and sharing basic living expenses.**

# OPTIONAL BENEFITS

The following benefits can enhance your coverage and are available for additional premiums:

## **Inflation Protection**

Helps the value of your policy keep up with inflation, allowing for annual increases in your Daily Maximum and Personal Benefit Account for as long as your policy remains in force. These increases will be credited annually on each policy anniversary depending on the inflation option you have chosen.

### **You may choose:**

**Compound Increases Option** Your Daily Maximum increases each year by 3% or 5% of the previous year's amount. Your Personal Benefit Account increases each year by 3% or 5% of the previous year's remaining amount (after payment of claims).

– or –

**Equal Increases Option** Both your Daily Maximum and Personal Benefit Account increase each year by 5% of their original year's amounts. Claims payments you receive will not reduce the amount of your increases.

Only the amount you use is deducted from your Personal Benefit Account. If your Personal Benefit Account reduces to zero, it will not be replenished by either of these increase options, and your policy terminates.

## **1st Day Home Care**

You can choose a Waiver of Home Care Elimination Period rider so that covered Home Care and Community Care Coverage benefits can start immediately, and waiver of premium begins earlier. In addition, if you choose this option, days for which you receive Home and Community Care benefits in accordance with a Privileged Care Coordinator's Plan of Care will count towards satisfying your Elimination Period for Facility Care Coverage benefits.

## **Monthly Maximum**

Because you may need more care on some days and less on others, the expenses incurred for long term care (particularly home care) services can vary greatly day-to-day. To give you benefit flexibility you can choose a Monthly Maximum instead of a Daily Maximum for both Home and Community Care Coverage and Facility Care Coverage. The Monthly maximum equals 31 times the Daily Maximum.

## **10 Year Survivorship Benefit**

For Couples who have each had long term care coverage with Survivorship Benefits with us for at least 10 years, when one dies, no further premiums will be required for the duration of the survivor's coverage. This benefit does not apply if any covered benefits were payable for the first 10 years of concurrent coverage.

*The expenses you incur for care and services can vary greatly from day to day. A Monthly Maximum helps you get the most value out of your policy.*

### **7-Year Survivorship Benefit**

An alternative to the 10 Year Survivorship Benefit. For couples who have each had long term care coverage with 7-Year Survivorship Benefits with us for at least 7 years (instead of 10 years), when one insured dies, no further premiums will be required for the duration of the survivor's coverage. And, this benefit applies even if covered benefits were paid during these years.

### **Restoration of Benefits**

If you receive benefits from your Personal Benefit Account, and then recover and are no longer eligible for benefits for a period of 180 consecutive days while your policy remains in force, your Personal Benefit Account will be completely restored to the amount that would have applied if no benefits had been paid. There is no limit to the number of times your benefits can be restored to full value in this way.

However, for shared benefit coverage, when one person dies, your Personal Benefit Account will not be restored for any benefits paid for the deceased that were not previously restored.

If your Personal Benefit Account reduces to zero, it will not be restored by this benefit, and your policy will terminate.

### **Nonforfeiture Benefit**

Lets you keep some protection under your policy should it lapse after three years. This benefit provides you with a reduced, paid-up Personal Benefit Account equal to the total of all the premiums you've paid into your policy or 30 times your Daily Maximum at the time your policy lapses — whichever amount is greater.

Please note that whether or not you choose the optional nonforfeiture benefit, you will have options under the contingent nonforfeiture benefit in the event that your policy is subjected to a substantial rate increase, as defined in the policy.

### **10-Year Return of Premium**

If you've been insured for at least 10 years when you die, and you have never filed a claim, we'll return your full premium paid. If you have filed a claim, we'll return your premium paid less any claims paid against the policy.

### **Graded Return of Premium**

(This rider is only available to those under age 65.) If you die before age 75, we'll return a percentage of your premium paid, less any claims paid against the policy. The percentage depends upon your age at death. It starts at 100% and begins decreasing 10% each year after age 65, until at age 75, when the percentage reduces to zero.

# DESIGN YOUR PLAN

## Step 1: Choose your Daily Maximum

This is the maximum amount of benefits you can select to have your coverage pay for expenses you incur on any one day.

In \$5 increments, select from \$50 to \$400.

## Step 2: Choose your Elimination Period

An Elimination Period is similar to a deductible. It is the number of days of covered care that you must pay before your coverage begins to pay benefits. You only have to satisfy your Elimination Period once, for the life of your coverage.

### Choose an Elimination Period of either:

- 30 days
- 90 days
- 180 days

For an additional premium, you may select a rider which removes the requirement of an Elimination Period for Home and Community Care Coverage. (See the Optional Benefits section of this brochure for more details.)

## Step 3: Choose your Benefit Multiplier

This is the maximum number of days the coverage will pay benefits for covered expenses.

For individual policies, choose one of the following benefit durations.

- 730 (2 years)
- 1,095 (3 years)
- 1,460 (4 years)
- 1,825 (5 years)
- 2,190 (6 years)
- 2,920 (8 years)
- 3,650 (10 years)
- Unlimited (lifetime)

For shared policies, choose one of the following benefit durations.

- 1,460 (4 years)
- 2,190 (6 years)
- 2,920 (8 years)
- 3,650 (10 years)
- 4,380 (12 years)
- 5,840 (16 years)
- 7,300 (20 years)

## Determine your Personal Benefit Account

*(Multiply your Daily Maximum x your Benefit Multiplier.)*

The amounts available for benefit payments in your Personal Benefit Account will decrease as benefit payments are made, and increase due to any Inflation Protection option or Restoration of Benefits rider selected.

## Daily Maximum x Benefit Multiplier = Initial Personal Benefit Account

## Reduced Home Care Option

For a reduced premium, you can choose a lower home care benefit that reimburses up to 50%, instead of 100% of your Daily Maximum.

(This option can not be selected with Shared Benefit coverage, the Waiver of Home Care Elimination Period, or a Monthly Maximum.)



# EXCLUSIONS AND LIMITATIONS

## **Benefits are not payable for care, stays or other items:**

- Provided by family members (unless he or she is a regular employee of the organization providing the services, the organization receives payment for the services, and he or she receives no compensation other than the normal compensation for employees in his or her job category).
- For which no charge is normally made in the absence of insurance.
- Provided by a Veterans Administration or federal government facility, unless a valid charge is made to you or your estate.
- Provided outside the United States, its territories and possessions.
- Resulting directly or indirectly from alcoholism, drug or narcotic addiction, unless they occur as a result of administration of these substances in accordance with the advice and written instructions of a doctor.
- Resulting directly or indirectly from war or any act of war, whether declared or not, intentionally self-inflicted injury or attempted suicide.

## **Non Duplication**

We will reimburse only for covered expenses that are in excess of what Medicare or other governmental healthcare programs or laws (except Medicaid) pay. Deductibles and coinsurance expenses under Medicare are also excluded from coverage.

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Be sure to review the policy for definitions and more details of the coverage and its features. This brochure is only a summary of coverage. Policy terms and provisions will prevail. Coverage is provided under policy form series 51012 Rev. 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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