Care Solutions Deep Dives

The OneAmerica® Care Solutions Deep Dives are a series of webinars designed to go in-depth on specific topics related to our asset-based long-term care (LTC) solutions. The webinars are free and will be held every other Friday from 11:00 to 11:30 am ET. Please review the schedule and topics below.

CLICK HERE to register for a Deep Dive webinar.

Q1 2018 Schedule

1/26 – **Asset-Care® III**

This webinar will take a deep dive into our qualified money option for asset-based LTC. It will go into the specifics of how the policy works, the taxation involved, the market for Asset-Care III, and how to read the illustrations for Asset-Care III.

2/9 – **Single Life Cash Value to Fund Joint LTC**

This webinar focuses on how to use the cash value of a single insured life policy to fund a joint LTC policy.

2/23 – **Care Solutions Ticket**

This webinar will introduce and walk through our new application process, known as Care Solutions Ticket.

3/9 – **Reimbursement vs. Indemnity**

This webinar focuses on the differences between reimbursement and indemnity-style payouts for LTC policies. It will cover the advantages of reimbursement and industry misconceptions of how reimbursement works.

3/23 – **Care Solutions Rate Calculator**

This webinar will show how to use our rate calculator to run quotes for Asset-Care and the advantages of using the calculator quotes versus the full illustrations for Asset-Care when meeting with clients.

Q2 2018 Schedule

4/6 – **Lifetime Benefits vs. Limited Benefit Periods**

This webinar focuses on why lifetime benefits might be more necessary now than ever before when putting an LTC plan in place.

4/20 – **Why Joint Life?**

This webinar will dive into why using a joint second-to-die LTC policy is a significant advantage over purchasing two individual LTC policies.

5/4 – **The Great Retirement Income Gap**

This webinar will focus on a different approach to talk to clients about LTC planning. We'll show you how to speak with your clients in a way that resonates deeper with them and creates a more memorable discussion. This is an easy way to discuss LTC planning with clients.

5/18 – **Annuity Care®**

This webinar will do a deep dive on all three Annuity Care options. It will go into the structure of each solution, the advantages of each, the Pension Protection Act, how to keep a 1035 exchange like-to-like but add another insured, and much more.

6/1 – **Qualified Funding Options**

This webinar focuses on the different options for qualified funding sources for Care Solutions and the advantages of each. Subjects include using an immediate annuity to fund Asset-Care IV, Asset-Care III, and the appropriate use of qualified funds with Annuity Care and Indexed Annuity Care.

6/15 – **Illustration Running & Reading**

This webinar shows how to run full illustrations in Sales Connection, how to read them, and common questions clients and agents have regarding these illustrations.

6/29 – **Asset-Care IV**

This webinar will take a deep dive into our annual pay option for asset-based LTC. You'll learn how to compare Asset-Care IV to traditional, standalone LTC policies and some sales techniques to try when discussing Asset-Care IV with your clients.

Note: Products issued and underwritten by The State Life Insurance Company®, Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite.