



# LONG TERM CARE INSURANCE BULLETIN

genworth.com

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## Producer Discount Launching in New York

We believe long term care insurance (LTCI) should be in every financial plan, including your own. Owning your own policy helps support your position when you present this concept to your clients.

Genworth Financial's Long Term Care Insurance Division is pleased to announce that beginning April 3, 2006, our producer discount will be available in New York. The discount applies to our Privileged Choice® and Classic Select<sup>SM</sup> products only, not to Partnership.

The discount will be 10 percent off premium net of other applicable discounts. It is available to producers currently licensed and appointed to sell LTCI through a Genworth Financial company, as well as to their spouses/partners. There will be no reduction in commission rate. The maximum total discount allowable in New York is 35 percent. Applicants eligible for other discounts totaling 35 percent will not receive the producer discount.

### Application Process

- When submitting a new application (for the producer, or his or her spouse/partner), simultaneously complete and submit the Producer Discount Form 37671.
- If you applied for coverage in New York on or after December 15, 2005, complete the Producer Discount Form (37671) and submit it to: Genworth Financial, Attn: Policyholder Services, 3100 Albert Lankford Drive, Lynchburg, VA 24501. **The deadline to submit the form for current policies that are eligible is May 1, 2006.**
- Eligible policies will have the producer discount applied to future premiums, and will receive a credit for the discount amount on paid premiums. The credit amount will be calculated as of the effective date of the policy and applied to the next premium amount due.

The discount is not reflected in the illustration software.

Please note: If producers reference their purchase of a Genworth Financial company LTCI policy in a sales presentation, regulations addressing testimonials require disclosure of receipt of the discount to the client.

If you have any questions about the producer discount please contact your Genworth LTCI Sales Team.

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Long Term Care Insurance underwritten by:  
Genworth Life Insurance Company  
Genworth Life Insurance Company of New York

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