

SERFF Tracking Number: NWST-127975363 State: District of Columbia  
 Filing Company: Northwestern Long Term Care Insurance State Tracking Number:  
 Company  
 Company Tracking Number: 90-2464 LTC (1111)  
 TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.001 Qualified  
 Product Name: 90-2464 LTC (1111)  
 Project Name/Number: 90-2464 LTC (1111)/90-2464 LTC (1111)

## Form Schedule

**Lead Form Number: 90-2464 LTC (1111)**

Schedule Item Status	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
	90-2464 LTC (1111)	Advertising	1035 Exchange	Initial		0.000	90-2464 LTC (1111).pdf

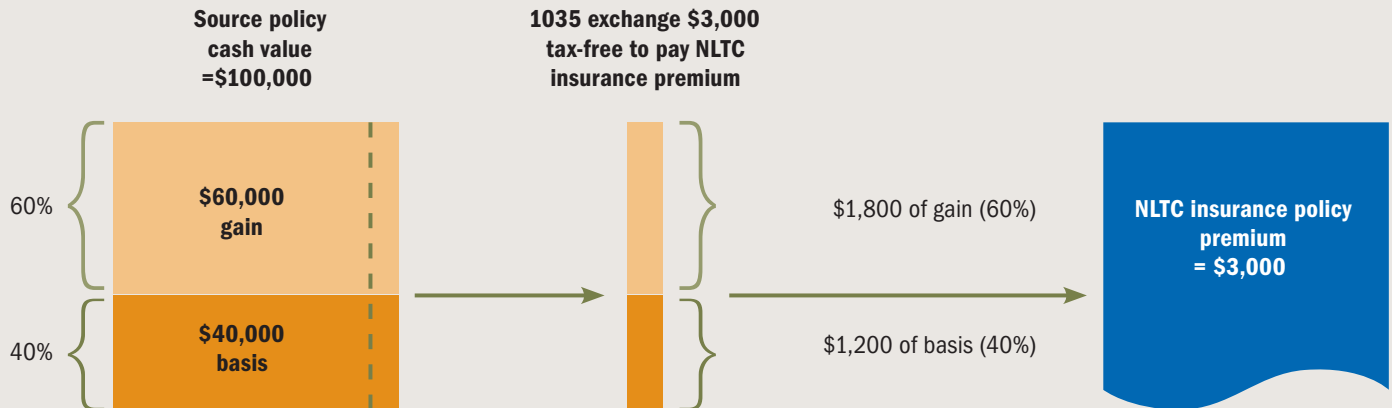
## Funding Long-Term Care Insurance Premium...

### ...WITH A TAX-FREE 1035 EXCHANGE

Protecting against the risk of needing care due to a chronic illness, cognitive impairment or the results of an accident by purchasing Northwestern Long-Term Care Insurance Company (NLTC) insurance is a critical step to achieve a lifetime of financial security.

There may be a number of sources to pay your NLTC insurance premium, including your income or investments. In some situations, these premium payments may be tax-deductible. An additional tax-advantaged source for your NLTC insurance premium is a 1035 exchange from a non-qualified annuity or permanent life insurance policy, since withdrawals from those sources utilizing a 1035 exchange to pay NLTC insurance premium are tax-free.

The tax-free 1035 exchange proceeds come from the source policy (non-qualified annuity or permanent life insurance policy) as a proportionate amount of basis (generally the amount of premium paid into the source contract), and gain.



*Continued on next page...*



**Northwestern Long Term Care Insurance Company™**

A Northwestern Mutual Company

## **A 1035 exchange to pay NLTC insurance premium can be advantageous if you:**

- > Have an existing annuity that has acquired considerable gain and if your LTC needs outweigh maintaining or increasing the death and retirement income benefits available under your annuity
- > Have an existing life insurance policy and your LTC needs outweigh maintaining or increasing the death benefit and cash value available under your life insurance policy
- > Do not have alternative funding sources that are more appropriate
- > Like the extra flexibility provided by participating in a streamlined process available by owning both the source policy (annuity or life policy) and the LTC policy

## **Long-term care insurance is issued by NLTC, a subsidiary of The Northwestern Mutual Life Insurance Company (Northwestern Mutual). Northwestern Mutual offers annuities and life insurance policies, and can offer flexible 1035 exchange options to meet your needs including:**

- > The ability to pay some or all of your NLTC premiums tax-free by surrendering outside additions from a Northwestern Mutual traditional portfolio-based permanent life insurance policy by withdrawing amounts from a Northwestern Mutual non-qualified annuity as part of a 1035 exchange.\*
- > The availability to setup convenient, automatic exchanges from an eligible Northwestern Mutual source policy to pay NLTC premium.\*\*

\*Some restrictions apply. Please talk with a financial representative/agent for complete details

\*\*There is currently no IRS guidance regarding the allocation of basis and gain in a partial exchange to a long-term care insurance policy. Absent guidance, we presume the general rule for partial exchanges to life insurance and annuity contracts applies.

The purpose of this material is for the marketing and solicitation of insurance. A financial representative (a licensed insurance agent/producer) will contact you. This policy contains exclusions and limitations.

The Northwestern Mutual Life Insurance Company, Milwaukee WI (life insurance, disability insurance, and annuities) Long-term care insurance is issued by Northwestern Long Term Care Insurance Company, Milwaukee, WI, a subsidiary of The Northwestern Mutual Life Insurance Company. Securities and investment advisory programs are offered through Northwestern Mutual Investment Services, LLC (NMIS), a wholly-owned company of The Northwestern Mutual Life Insurance Company and a dually registered broker-dealer and investment adviser, member FINRA and SIPC.

Accessing policy values on a life insurance policy through loans, surrenders of dividend values, or cash withdrawals will reduce the death benefit and could necessitate greater outlay than anticipated or result in an unexpected taxable event.

Although not subject to taxation, contractual withdrawal charges may apply to withdrawals from annuities.

Withdrawals from annuities will lessen the amount available to take an income plan.

Long-term Care Insurance Policy form TT.LTC.(1010).

Long-term Care Insurance Policy form TT.LTC.ML.(1010) is available only in New Jersey, New York, Ohio and Pennsylvania.

Long-term Care Insurance Policy form TT.LTC.LP.(1010) is available only in Texas.

Northwestern Long Term Care Insurance Company, a subsidiary of  
The Northwestern Mutual Life Insurance Company, Milwaukee, WI.  
[www.northwesternmutual.com](http://www.northwesternmutual.com)  
90-2464 LTC (1111)

 **Northwestern Long Term Care  
Insurance Company™**

A Northwestern Mutual Company

SERFF Tracking Number: NWST-127975363 State: District of Columbia  
Filing Company: Northwestern Long Term Care Insurance State Tracking Number:  
Company  
Company Tracking Number: 90-2464 LTC (1111)  
TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.001 Qualified  
Product Name: 90-2464 LTC (1111)  
Project Name/Number: 90-2464 LTC (1111)/90-2464 LTC (1111)

## Supporting Document Schedules

**Item Status:**

**Status**

**Date:**

**Satisfied - Item:** Cover Letter

**Comments:**

**Attachment:**

DC Cover Letter.pdf



Northwestern Long Term Care Insurance Co.  
NAIC # 860-69000  
FEIN # 36-2258318

**Lisa Kucik**  
Product Compliance Specialist  
720 E. Wisconsin Avenue  
Milwaukee, WI 53202  
Phone: (414) 665-2862  
Fax: (414) 625-2862  
Email: [lisakucik@northwesternmutual.com](mailto:lisakucik@northwesternmutual.com)

January 27, 2012

DC Dept. of Insurance, Securities & Banking  
Products Analysis Division  
810 First Street, N.E., Suite 701  
Washington, DC 20002

Re: 90-2464 LTC (1111)

Enclosed please find the advertising form referenced above for your review and approval. This form will be used by our agents with prospective and current clients.

This advertising form is an invitation to inquire.

This form is being submitted on behalf of Northwestern Long Term Care Insurance Company, a wholly owned subsidiary of The Northwestern Mutual Life Insurance Company.

If you should have any questions regarding the enclosed forms, you may call me at (414) 665-2862 or you can e-mail me at [lisakucik@northwesternmutual.com](mailto:lisakucik@northwesternmutual.com). When sending an e-mail please copy Samantha Turdo at [samanthaturdo@northwesternmutual.com](mailto:samanthaturdo@northwesternmutual.com).

Very Truly Yours,

A handwritten signature in black ink that reads "Lisa Kucik".

Lisa Kucik  
Product Compliance Specialist