



Genworth®
Financial

BUILDING A LONG TERM CARE STRATEGY IS AN IMPORTANT COMPONENT OF EVERY FINANCIAL PROGRAM.

10% Producer Discount

*Long Term Care Insurance
underwritten by
Genworth Life
Insurance Company,
and in New York,
by Genworth Life
Insurance Company
of New York
Administrative Offices:
Richmond, Virginia*

WHY DID WE DO IT?

Your clients look to you for professional advice to help them protect their assets. Wouldn't it be great if you could say, "I own a policy myself"?¹

HOW DOES IT WORK?

- 10% Producer Discount applied net of other premium discounts.
- No commission rate reduction.

THE PRODUCER DISCOUNT IS AVAILABLE:

- To licensed and appointed producers of our long term care insurance.
- To the spouse or approved partner of a licensed and appointed producer of our long term care insurance.

YOUR NEXT STEPS:

Call your internal sales team for more information.

¹ For testimonials, you are required to disclose your receipt of discount to the client.

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 	Insurance and annuity products:	
	<ul style="list-style-type: none"> • Are not deposits. • May decrease in value. 	<ul style="list-style-type: none"> • Are not insured by the FDIC or any other federal government agency. • Are not guaranteed by the bank or its affiliates.