

## How to cover health care expenses when Medicare doesn't

**Surprisingly, 53% of people over age 50 believe Medicare Part B is free.\***

But Medicare plans require premiums, have deductibles and still do not cover all costs. These are just some of the reasons why the typical retiree spends about \$4,000 annually on health care expenses, and those costs continue to rise.<sup>1</sup>

See how Protective® Income Creator can help create guaranteed income to help cover health care costs, even if they might rise over time.



### Meet Jamie

- Age: 60
- Needs \$4,000/year to cover health care costs in retirement
- Concerned about rising costs

#### Age 60

Buys a \$61,728 Protective Income Creator contract with the lifetime income benefit

#### Age 65

He retires, enrolls in Medicare, and elects to receive annuity income

#### Age 66+

He gets \$5,000 annually for life to cover Medicare premiums and out-of-pocket costs, so even if costs rise, his needs are covered

### Jamie's annual income calculation at benefit election:

<b>\$61,728</b>	<b>x</b>	<b>8.10%</b>	<b>=</b>	<b>\$5,000</b>
Initial purchase payment		Withdrawal percentage (based on age at election and deferral, and a single life benefit)		Guaranteed annual income

\* 2018 Health Care and Long-term Care Consumer Survey, The Harris Poll, February 2018.  
<sup>1</sup> "Medicare isn't enough for retirees-here's how much extra coverage costs in every state, ranked" Business Insider, June 17, 2018.



This material was developed by Protective in collaboration with 65 Incorporated, an industry leader in unbiased Medicare guidance. 65 Incorporated was co-founded by Diane J. Omdahl and Melinda A. Caughill. Diane is a registered nurse and one of the nation’s foremost Medicare experts and Melinda is a noted Medicare speaker. 65 Incorporated helps consumers and financial professionals with Medicare information and individualized guidance.

To learn more, please visit [65incorporated.com](http://65incorporated.com).



**Talk to your financial professional about a plan for creating guaranteed income to help cover your future health care costs. Together, you can decide if a Protective Income Creator Fixed Annuity with the Lifetime Income Benefit is right for you.**

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Protective refers to Protective Life Insurance Company.

Annuities are long-term insurance contracts intended for retirement planning.

Protective Income Creator is a fixed, single premium, deferred annuity contract with a limited market value adjustment issued under contract form series LDA-P-2013 and state variations thereof. The lifetime income benefit is provided under rider form series LDA-P-6054 and state variations thereof. Protective Income Creator is issued by Protective Life Insurance Company located in Nashville, TN. All payments and guarantees are subject to the claims-paying ability of Protective Life Insurance Company.

Not FDIC/NCUA Insured	Not Bank or Credit Union Guaranteed	Not a Deposit
Not Insured By Any Federal Government Agency		May Lose Value