



Genworth®
Financial

00120

Long Term Care Insurance Premium Change Notice

June 23, 2008

from Genworth Life Insurance Company

Genworth Life Insurance Company
P.O. Box 40005
Lynchburg, Virginia 24506

Producer Services
888 464.2458
M-F: 9AM – 6PM ET
genworth.com

100000300120576

Dear Producer,

We are proud of our leading position in long term care insurance and are strongly committed to providing you with long term care planning solutions your clients need. We also deeply value the relationships we have built with our distributors over the past three decades.

I am writing today to tell you that, after careful consideration, we are implementing a modest premium increase on certain long term care insurance policies introduced through 1997. We have received state approval as noted in the enclosed list of your impacted clients, and we will begin notifying policyholders 60 days before their anniversary billing date to explain the rate change and several options they will have to retain this valuable coverage. Please review the attached report for the specific increase that applies to your clients.

First, I want to share with you how we came to this decision, and then I will tell you what you can expect as we move forward.

Why We Are Taking This Action

As a pioneer in this industry and the largest underwriter of individual long term care insurance, we are in a unique position to evaluate policyholder behaviors and morbidity trends. The primary driver of this action is higher persistency than we originally expected on these inforce policies, demonstrating that consumers recognize the value of this important coverage. Higher persistency, however, ultimately leads to higher claims 10, 20 and even 30 years in the future. This modest premium increase, combined with a comprehensive approach to managing inforce performance, will responsibly position our business to meet policyholders' anticipated future needs.

What You Can Expect from Us

We recognize this action will impact you and your clients, and we are committed to providing you with dedicated support throughout the process. Attached with this letter are:

- a list of your clients whose policies are impacted
- a sample policyholder letter

If you have any questions, please call our Producer Service team at 888 464.2458 between 9 a.m. and 6 p.m. Eastern time.

Let me reiterate our absolute commitment to the senior market. We will continue to deliver industry-leading products and services to meet their long term care planning needs. Thank you for your dedication to serving these customers and for choosing Genworth.

Sincerely,



Buck Stinson
President
Long Term Care Insurance

100000300120577



Genworth Life Insurance Company
P.O. Box 40005
Lynchburg, Virginia 24506

from Genworth Life Insurance Company

Policyholder

Policy purchased

Policy number

Customer service
877 870.5175
genworth.com

**SAMPLE PRELIMINARY
POLICYHOLDER LETTER
(if timing allows before
the 60-day notice)**

Dear


We at Genworth Life Insurance Company appreciate the opportunity to serve your long term care insurance needs.

I am writing today to tell you we will be implementing a premium increase of 11.00 percent on your long term care insurance policy. This increase has been filed with the Department of Insurance in MI, where your policy was issued.

This increase will not take place immediately and you do not need to do anything at this time. We will send you another letter 60 days in advance of your policy anniversary date. That letter will explain the specific changes to your premium and tell you about several options we will make available to you. For example, you can accept the new premium and keep your benefits at their current level. Or, you can keep your premium at about its current level by electing to change your benefit options. Look for more details when you receive that letter.

You understand the value of this important long term care insurance coverage and we want to ensure you continue to have access to it. If you have any questions concerning your insurance coverage or this communication, please contact us at 877 870.5175. We are ready to assist you.

Sincerely,



Buck Stinson
President, Long Term Care Insurance

200000300468468





Genworth®
Financial

Genworth Life Insurance Company
P.O. Box 40005
Lynchburg, Virginia 24506

ADDRESS 1
ADDRESS 2
ADDRESS 3
CITY, STATE ZIP CODE

Long Term Care Insurance Premium Change Notice

<<Month Day, Year>>
from Genworth Life Insurance Company

Policyholder
Jane Doe

Policy purchased
Month Day, Year

Policy number
<<NUMBER>>

Customer service
866 419.0401
genworth.com

100000300120578



SAMPLE POLICYHOLDER LETTER

Dear Ms. Doe,

I am writing today to tell you that we will be implementing a premium rate increase of <<X>> percent that has been filed with the Department of Insurance in <<STATE>>, where your policy was issued. I want to explain the specific change to your premium and the options we are offering to ensure you can continue to have access to this important long term care insurance coverage.

Your premium rate

The annual premium rate for your Genworth long term care insurance policy is scheduled to change on your next policy anniversary date, <<MONTH DAY, YEAR>>. At that time, your annual premium payment will increase from \$<<AMOUNT>> to \$<<AMOUNT>>.

Your options

1. **You may continue your current coverage** by paying the new premium shown on the bill you will receive shortly. You will need to make this payment before <<MONTH DAY, YEAR>>.
2. **If you want to keep your premium at about its current level, you have choices to consider.**
 - **You can choose to lower your current maximum daily benefit** from \$<<AMOUNT>> to \$<<AMOUNT>>. Based on your current level of benefits and coverage selections, your maximum policy benefit will be reduced as well from approximately \$<<AMOUNT>> to \$<<AMOUNT>>, and your new <<MODAL>> premium would be approximately \$<<AMOUNT>>.
 - **You may choose to adjust your benefit period, inflation option or elimination period.** We will be happy to help you explore other options to meet your specific needs. You may contact our dedicated team of Policyholder Services representatives at 866 419.0401 or talk with your personal insurance agent.

You should carefully consider your individual situation before selecting from the options. In certain instances, it may actually cost you more money to reduce your benefits rather than to pay the new premium, as the reduced benefits may require you to pay higher out-of-pocket expenses.

If you are considering modifying your benefits to reduce your premium, please first contact your insurance agent or our dedicated team of Policyholder Services representatives at 866 419.0401 to review each of your options.

As you evaluate what is best for you, we encourage you to consider the current and projected cost of care in your areas, as well as how much of that amount you are willing and able to pay from your own assets and savings. For current cost of care information specific to your areas, please visit our website at genworth.com and search Cost of Care.

Tell us what decision is right for you

If you choose to maintain your current levels of coverage, simply pay the new rate reflected in your next bill.

If you choose to adjust your policy benefits, please complete the enclosed Coverage Change Request form and return it to us at the address indicated by <<MONTH DAY, YEAR>> to ensure prompt processing. Requests received after this date will not take effect until the next billing date; consequently, your next bill would reflect an increased premium amount.

We appreciate the opportunity to serve you

If you have any questions about your policy, this rate increase or your benefit options, please call our Policyholder Services representatives at 866 419.0401.

Sincerely,



Buck Stinson
President, Long Term Care Insurance

100000300120579

