

# Willis Towers Watson's Longitude Solution Retiree medical exit strategy



## What is it?

A proprietary solution that uses a customized group annuity to help employers exit retiree medical.




- Employers gain the ability to fully exit their administrative and financial obligation for retiree medical benefits.
- Retirees gain secure, nontaxable reimbursement for medical benefits for the rest of their lives from a highly rated insurance company.

*Willis Towers Watson's Longitude Solution is the only commercially available retiree medical solution in the market today that allows an employer to transfer its financial obligation for providing retiree medical coverage to a third party.*

## Why now?



 <p><b>Rising health care costs</b> continuing to outpace inflation</p>	 <p>Improving life expectancies leading to <b>higher employer obligation and expense</b></p>	 <p><b>Increased administrative burden</b> for providing legacy benefits that are not viewed as critical to an organization's current total rewards strategy</p>	 <p><b>Volatility in interest rates</b> resulting in financial risk for plan sponsors and an opportunity to explore borrow-to-fund exit strategies</p>
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## Why Willis Towers Watson?

-  The Longitude Solution is a complete solution supported by Willis Towers Watson's in-house and outside experts to assist with legal, actuarial and accounting issues affecting evaluation and implementation.
-  We partner with clients to solicit and review insurer pricing following a streamlined and transparent process.
-  We provide communication support so retirees engage and understand their choices and their benefits.

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