



Quarterly UPDATE
Connecticut Partnership for Long-Term Care
January – March 2018



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I. PARTNERSHIP PUBLIC FORUMS



Don't miss out on the following opportunities to educate your clients and prospects about long-term care insurance. These events provide basic information about long-term care and what features to look for in long-term care insurance. A description of the Partnership's enhanced standards, including Medicaid Asset Protection, is also provided.

- **April 24th - WETHERSFIELD**
Wethersfield Community Center
- **May 2nd – NEW MILFORD**
New Milford Public Library
- **May 15th - DANIELSON**
Quinebaug Valley Community College

Forums run from 6:00 P.M. to 8:00 P.M. and are free to the public. *Please remember, no sales materials or solicitations are allowed at these events.*

To register yourself and/or your clients, call the Partnership's Consumer Information Service at **(800) 547-3443** or you can register online at http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383414&opmNav_GID=1814.

II. PARTNERSHIP TRAINING FORMAT PROVIDES REFRESHER COURSE OPPORTUNITY FOR CERTIFIED PRODUCERS



If you are already Partnership certified, you are welcome to attend the Partnership's 4 hour training course as a refresher at a reduced rate.

Certified agents will not be required to take the Prerequisite Online Course in order to register for the Partnership classroom course. We will just need to verify your Partnership certification when you call to register. The 4 hour Partnership training course can provide a useful update for producers who are already Partnership certified, especially those that attended the Partnership training many years ago. In addition, for Connecticut resident producers, the course is eligible for 4 Life and Health CE credits.

In addition, the training charge for agents who are already certified is \$50 as opposed to the normal fee of \$150.

Training classes are held in Wallingford. The class schedule for 2018 can be found on the Partnership website at:

http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383398&opmNav_GID=1814.

For more information, call 860-418-6318.

III. NEW PARTNERSHIP MINIMUM DAILY BENEFIT LEVELS FOR 2018



For Partnership policies applied for in **2018**, the minimum daily benefit levels are **\$274.00** for nursing home care and **\$137.00** for home care. In addition, **please be aware that the annual allowable minimums also pertain to existing policyholders who wish to reduce their daily benefits.** In cases such as this, the daily benefit cannot be reduced below the Partnership allowable minimum benefit level for that year.

The only exception to the minimum daily benefit requirement is that Partnership policyholders who have experienced a 50% or greater lifetime cumulative rate increase can lower their daily benefit below the Partnership minimum and can still have their policy retain its Partnership status.

If you have any questions on the Partnership's minimum daily benefit levels, please email David Guttchen at david.guttchen@ct.gov or call 860-418-6318.

IV. SPOUSAL ASSET LIMITS FOR CT MEDICAID FOR 2018



Effective January 1, 2018 the maximum amount of assets a spouse living at home can keep when his/her spouse is on Medicaid and receiving long-term care services is half of the couple's assets up to **\$123,600**. The minimum amount of assets a spouse can keep is **\$24,720**. (The primary residence is not considered a countable asset when one spouse is residing in it.)

Remember, these spousal asset limits **do not apply** to most people because only about 20% of individuals are married at the time they apply to Connecticut's Medicaid Program for long-term care services.

V. TAX QUALIFIED PREMIUM LIMITS FOR 2018



The limits for how much premium can be counted as an unreimbursed medical expense for tax-qualified policies has been revised for taxes filed for calendar year 2018. The threshold for being able to deduct unreimbursed medical and dental expenses is 7.5% of adjusted gross income. The new limits are noted below.

Attained Age Before the Close of the Tax Year	Tax Limitation on Premiums Calendar Year 2018
40 or less	\$420
41 – 50	\$780
51 – 60	\$1,560
61 – 70	\$4,160
71 and older	\$5,200

VI. NEW “BEFORE YOU BUY” PUBLICATION



The Partnership’s “Before You Buy” publication, that is required to be provided to every Partnership policy applicant, has been updated for 2018.

“Before You Buy” can be downloaded from the Partnership’s website at:

<http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383402>

If you would prefer to obtain printed copies of “Before You Buy”, please contact your general agent or insurer. It is their responsibility to distribute printed copies of the publication to their producers.

Other Partnership publications available for downloading from the Partnership website are:

- Cost of Care in Connecticut
- Frequently Asked Questions
- The Cost of Waiting to Buy Long-Term Care Insurance
- Connecticut Partnership Provides Significant Additional Value for Consumers
- Partnership Reciprocity Compact
- Policy Comparisons Report

Please note that these Partnership publications are not to be modified or altered in any manner for any purpose.

VII. NEW “POLICY COMPARISONS” REPORT



The Partnership’s **Policy Comparisons Report** has been revised to reflect updated information for 2018 regarding the Partnership’s minimum daily benefit levels and tax-qualified policies.

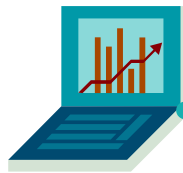
The Policy Comparisons Report is available electronically. A PDF version of the Report can be downloaded from the Partnership website by selecting “Policy Comparisons Report” from the following link:

<http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383402>

Please note that you are prohibited from altering the Policy Comparisons Report in any manner, such as adding your name to the Report, attaching a business card, or reformatting or rearranging the Report in any way. You are free to make as many copies of the Report as you would like as long as the Report is not altered in any manner.

If you would like a printed copy of the Report, we can provide you at no cost with up to 10 copies of the January 2018 edition at this time. **Please note it may take 2-4 weeks for delivery.** To order, send an e-mail to: david.guttchen@ct.gov. **Please include your mailing address in your email.**

VIII. RATE INCREASE ACTIVITY



BANKERS LIFE AND CASUALTY:

In May 2017, Bankers Life and Casualty requested an average 35% rate increase for some older Partnership and non-Partnership policies. **In November 2017, the Insurance Department approved an average 35% rate increase.**

BRIGHTHOUSE (old Travelers policies):

In October 2017, Brighthouse requested average rate increases ranging from 21% to 111%, depending on the policy form, for some older Partnership and non-Partnership policies. **This request is under review by the Insurance Department.**

GENWORTH:

In October 2017, Genworth requested increases ranging from 55% - 72%, depending on the policy form, for some older Partnership and non-Partnership policies. **In November 2017 the Insurance Department approved rate increases ranging from 18% - 41%, depending on the policy form.**

JOHN HANCOCK:

In July 2017, John Hancock requested a 21% rate increase for some older Partnership and non-Partnership policies. **In October 2017 the Insurance Department disapproved the request but did approve a 10% rate increase for all policy forms included in the filing.**

There are no other rate increase requests under review by the Insurance Department for Partnership policies.

IX. DID YOU KNOW?



- As of September 30, 2017, there were 221 licensed Nursing Facilities in Connecticut. As of September 30, 2017 there were 26,318 nursing facility beds. Please see the link below for a fact sheet with additional information:

http://www.ct.gov/opm/lib/opm/hhs/ltc/nf_fact_sheet_2017.pdf

- All CT Partnership policyholders who receive care in a CT licensed nursing facility are entitled to a 5% discount off the private pay cost for room and board and services in the facility. With an annual private pay rate of over \$154,000, that is close to a \$7,700 discount. For information on additional provisions included in a Partnership policy that provide significant value to the policyholder, please see the link below:

http://www.ct.gov/opm/lib/opm/hhs/ltc/consumer_value_apdg.pdf

- Additional research studies performed by the CT Partnership can be found at:

http://www.ct.gov/opm/cwp/view.asp?a=2995&Q=383466&opmNav_GID=1814

X. CT PARTNERSHIP TRAINING CERTIFICATES



The Partnership office has been conducting the required Partnership training sessions since 1994. If you attended a training in 1994 or after and you've misplaced your training certificate, the Partnership office will have a copy of your certificate that we can provide you. Just call us at 860-418-6318 or email at david.guttchen@ct.gov.

If you attended a training conducted before 1994, the Partnership office will not have a copy of your certificate on file. In order to receive a copy of your certificate, you will need to contact Tanya Penman-Sterling at the CT Insurance Department at **860-297-3882** or email at Tanya.penman.sterling@ct.gov.

Quarterly UPDATE is published for certified producers and other professionals
By the State of Connecticut, Office of Policy & Management.
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