



Quarterly UPDATE
Connecticut Partnership for Long-Term Care
January – March 2019





IN THIS ISSUE:

- I. PARTNERSHIP PUBLIC FORUMS: Invite your clients to get educated on long-term care and the Partnership by the State for free.***
- II. PARTNERSHIP TRAINING AS A REFRESHER COURSE***
- III. NEW PARTNERSHIP MINIMUM DAILY BENEFIT LEVELS FOR 2019***
- IV. SPOUSAL ASSET LIMITS FOR CT MEDICAID FOR 2019***
- V. TAX QUALIFIED PREMIUM LIMITS FOR 2019***
- VI. NEW “BEFORE YOU BUY” PUBLICATION***
- VII. NEW “POLICY COMPARISONS” REPORT***
- VIII. RATE INCREASE ACTIVITY***
- IX. DID YOU KNOW?***
- X. PARTNERSHIP TRAINING CERTIFICATES***

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 17th - LITCHFIELD**
Litchfield Community Center
- **May 9th – WINDSOR**
Windsor Public Library
- **May 14th - NORWICH**
Three Rivers 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 who attended the Partnership training many years ago. In addition, for Connecticut resident producers, the course is eligible for 4 Life and Health CE credits.

Also, 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 2019 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 2019



For Partnership policies applied for in **2019**, the minimum daily benefit levels are **\$283.00** for nursing home care and **\$141.50** 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 2019

Effective January 1, 2019 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 **\$126,420**. The minimum amount of assets a spouse can keep is **\$25,284**. (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 2019



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 2019. The threshold for being able to deduct unreimbursed medical and dental expenses is 10.0% 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 2019
40 or less	\$420
41 – 50	\$790
51 – 60	\$1,580
61 – 70	\$4,220
71 and older	\$5,270

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 2019.

“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
- Factors to Consider When Requesting a Quote for a CT Partnership Policy

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 2019 regarding the Partnership’s minimum daily benefit levels and tax-qualified policies.

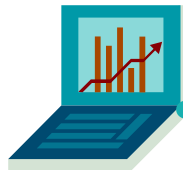
The Policy Comparisons Report is available electronically. A PDF version of the Report can be downloaded from the Partnership website by selecting “Policy Comparisons Report” from the following link:

<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 2019 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 November 2018, Bankers requested a 35% rate increase for some older Partnership and non-Partnership policies. **In December 2018, the Insurance Department disapproved this request but did approve a 15% increase.**

BRIGHTHOUSE (old Travelers policies):

In September 2018, Brighthouse requested a rate increase ranging from 21% to 36.6% for some older Partnership and non-Partnership Travelers policies. **In October 2018, the Insurance Department approved all the requests as submitted.**

GENWORTH:

In August 2018, Genworth requested a 50.4% rate increase for some older Partnership and non-Partnership policies. **In October 2018, the Insurance Department disapproved this request but did approve a 15% increase.**

In October 2018, Genworth requested a 34.5% rate increase for some other older Partnership and non-Partnership policies. **In November 2018, the Insurance Department disapproved this request but did approve a 15% increase.**

MEDAMERICA:

In September 2018, MedAmerica requested an average 78.8% rate increase for some older Partnership and non-Partnership individual and group policies. **In October 2018, the Insurance Department disapproved this request but did approve a 15% increase for the individual policies and a 10% increase for the group policies.**

In November 2018, MedAmerica requested a 53% rate increase, to be spread out over 5 years, for an older Partnership policy. **In December 2018, the Insurance Department approved this request.**

PRUDENTIAL:

In June 2018, Prudential requested a 46.5% rate increase for some older Partnership and non-Partnership policies. **In September 2018, the Insurance Department disapproved this request but did approve a 10% increase.**

TRANSAMERICA PREMIER LIFE AND TRANSAMERICA LIFE:

In September 2018, Transamerica Premier Life (old Monumental Life policies) requested a 40% rate increase for some older Partnership and non-Partnership policies along with a separate request for a 30% rate increase for some other older Partnership and non-Partnership policies. **In November 2018, the Insurance Department approved both the 40% and 30% increase requests.**

In October 2018, Transamerica Life requested a 30% rate increase for some older Partnership and non-Partnership policies. **In November 2018, the Insurance Department approved the 30% increase request.**

At the time of publication of this Update, there are no other rate increase requests under review by the Insurance Department for Partnership policies. The Insurance Department's website - <https://www.catalog.state.ct.us/cid/portalApps/LongTermCareFiling.aspx> - includes a listing of long-term care insurance rate increase requests. You can also sign up on the website for "e-alerts" so you will receive an e-mail whenever a new rate increase request is filed and also when the Insurance Department makes a decision about a rate increase filing.

IX. DID YOU KNOW?



- As of September 30, 2018, there were 216 licensed Nursing Facilities in Connecticut. As of September 30, 2018 there were 25,527 nursing facility beds. Please see the link below for a fact sheet with additional information:

https://www.ct.gov/opm/lib/opm/hhs/ltc/nf_fact_sheet_2018.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 \$157,700, that's close to an \$8,000 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
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