



**Quarterly UPDATE**  
***Connecticut Partnership for Long-Term Care***  
**July - September 2018**



## **IN THIS ISSUE:**

- I. PUBLIC FORUMS***
- II. PARTNERSHIP EXPANSION & RECIPROCITY***
- III. PARTNERSHIP SALES CONTINUE TO GROW***
- IV. RATE INCREASE ACTIVITY***
- V. PARTNERSHIP PRODUCER TRAINING***
- VI. CT PARTNERSHIP TRAINING CERTIFICATES***
- VII. PARTNERSHIP RESOURCES TO REMEMBER***

## 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.

- **October 11<sup>th</sup> - DARIEN**  
Darien Library  
*(co-sponsored by the Darien Library and the State Unit on Aging/Department of Rehabilitation Services)*
- **October 25<sup>th</sup> – CHESHIRE**  
Cheshire Town Hall  
*(co-sponsored by the State Unit on Aging/Department of Rehabilitation Services)*

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](http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383414&opmNav_GID=1814).

## II. PARTNERSHIP EXPANSION & RECIPROCITY



There are now 41 new states that have implemented Partnership for Long-Term Care programs. Along with the four original Partnership states (California, Connecticut, Indiana and New York) this brings the total number of Partnership states to 45.

All of the Partnership states, with the one exception of California, are members of the Reciprocity Compact.

The Deficit Reduction Act (DRA) of 2005 removed restrictions that had been in place since 1993 on new states who wished to develop Partnership for Long-Term Care programs. With these restrictions lifted, the DRA set the stage for Partnerships to expand to new states.

Only Alaska, Hawaii, Massachusetts, Mississippi and Vermont do not have Partnership programs.

As reported in previous *Quarterly Updates*, on March 27, 2009, Connecticut received approval from the federal government to join the National Reciprocity Compact for the granting of Medicaid Asset Protection for states with Partnership programs. The approval was retroactive to January 1, 2009. **However, all Connecticut Partnership policyholders are covered under the Reciprocity Compact, regardless of when they purchased their Partnership policy.**

Under the terms of the Reciprocity Compact, Connecticut Partnership policyholders who relocate to another state may be eligible to receive dollar-for-dollar Medicaid Asset Protection just as they would when they apply to Connecticut's Medicaid program. Two conditions must be met for a policyholder to be eligible for reciprocity in another state: (1) the policyholder must apply to and qualify under the other state's Medicaid program; and (2) at the time the policyholder applies to the other state's Medicaid program, Connecticut and the other state must be members of the Reciprocity Compact or Connecticut must have a separate reciprocal agreement with that state for the granting of Medicaid Asset Protection.

The Reciprocity Compact requires that any state participating in the Compact must agree to engage in reciprocity with every other state in the Compact for the purpose of granting dollar-for-dollar Medicaid Asset Protection.

As noted above, all of the new Partnership states are part of the Reciprocity Compact. Of the four original Partnership states (CA, CT, IN & NY), Connecticut, Indiana and New York have joined the Reciprocity Compact. California has indicated that, at this time, they do not plan to apply to join the Compact.

In addition, the original reciprocity agreement between Connecticut and Indiana remains in effect.

For a list of states currently participating in the Reciprocity Compact, go to the following website - <https://nyspltc.health.ny.gov/reciprocitymap.htm> or call the Connecticut Partnership at 860-418-6318.

For more information for yourself, as well as for your clients, the Partnership has developed a handout on the Reciprocity Compact which includes a Frequently Asked Questions section. The handout can be accessed through the Partnership website at the following link:

[http://www.ct.gov/opm/lib/opm/hhs/ltc/partnership\\_reciprocity\\_compact.pdf](http://www.ct.gov/opm/lib/opm/hhs/ltc/partnership_reciprocity_compact.pdf)

### III. PARTNERSHIP SALES CONTINUE TO GROW

In the quarter ending December 31, 2017, total Partnership sales passed the **59,800** level with **59,883** policies sold to date. In addition, the total number of Partnership applications submitted to date is more than **72,750**.

97% of purchasers are under the age of seventy and 61% are under the age of 60. The average age at time of purchase is 57 and the average maximum benefit purchased is \$258,141. More than **\$370 million** in Medicaid Asset Protection had been earned as of 12/31/17 by Partnership policyholders receiving benefits under their policies. The Partnership estimates it has saved **over \$32.0 million** in Medicaid long-term care funds since its inception in 1992, with larger savings projected in the future.

### IV. RATE INCREASE ACTIVITY



#### **MASSMUTUAL:**

In May 2018, MassMutual requested a 77% rate increase for some older Partnership and non-Partnership policies. **This request is under review by the Insurance Department.**

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

## V. PARTNERSHIP PRODUCER TRAINING

In an effort to make the classroom portion of the Partnership Producer Training more affordable and accessible as a refresher course for those producers who have already been certified to sell Partnership-approved policies, **the attendance fee for those producers who are already Partnership certified has been reduced from \$150 to \$50.** In addition, **producers who are already certified to sell Partnership policies do not have to take the prerequisite online course in order to attend the four hour classroom training.**

***Please note that agents who have not yet been certified must first complete the prerequisite online course in order to attend the classroom course and the fee remains \$150.***

Significant changes to the Partnership program have been implemented in the last few years, such as the lowering of the minimum inflation protection requirement from 5% compound to 3 ½% compound. The Partnership training provides an excellent opportunity for producers who have already been certified, especially those who attended the Partnership class many years ago, to receive a refresher course on the Partnership and recent changes. **The class also provides 4 Life and Health CE credits (for CT producers only).**

To register for one of our classroom courses, and for more information on the training class, please call 860-418-6318. You can also visit the Partnership website at:

[http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383398&opmNav\\_GID=1814](http://www.ct.gov/opm/cwp/view.asp?a=2995&q=383398&opmNav_GID=1814).

## VI. CT PARTNERSHIP TRAINING CERTIFICATES



The Partnership office has been conducting the required Partnership training sessions since 1994. If you attended a training session in 1994 or after and you've misplaced your training certificate, the Partnership office can provide you with a replacement copy from our files. Just call us at 860-418-6318 or email at [david.guttchen@ct.gov](mailto:david.guttchen@ct.gov).

If you attended a training conducted prior to 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](mailto:Tanya.Penman.Sterling@ct.gov)**.

## VII. PARTNERSHIP RESOURCES TO REMEMBER

**Partnership Toll-free Consumer Information Line:** The Partnership maintains a toll-free consumer information line. The information provided by state staff is unbiased and provides consumers with quick and clear answers to their general questions about long-term care and the Partnership. It is a useful resource to share with your clients. Consumers and policyholders may call 1-800-547-3443 toll-free from anywhere within CT for assistance.

**Online Resource Materials:** The CT Partnership maintains a robust website with numerous materials for producers, policyholders, potential buyers and researchers. The website is updated frequently and includes most of the publications developed by the Partnership program, including the most popular publications *Before You Buy*, *Policy Comparisons Report*, *Frequently Asked Questions* and *Cost of Long-Term Care in Connecticut*.



**Presentations:** If you have a group of clients, employer clients or other organizations that are interested in learning about long-term care insurance, Partnership staff are available to provide presentations on the need for long-term care and the Partnership. No sales or solicitations are allowed at these presentations. If you're interested in organizing an event call Aldo Pantano at 860-418-6318.

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