

Quarterly UPDATE

April – June 2005

PARTNERSHIP REACHES TWO MILESTONES

During the quarter ending December 31, 2004, the Connecticut Partnership reached two significant milestones. Partnership sales passed the 37,000 level. In addition, 990 Partnership applications were submitted during the quarter, helping the Partnership reach the milestone of over 45,000 applications submitted.

93% of purchasers were under the age of seventy and 78% under the age of 65. The average age at time of purchase is 58 and the average maximum benefit purchased is \$219,627. In addition, over \$16 million in Medicaid Asset Protection had been earned as of 12/31/04 by Partnership policyholders receiving benefits under their policies. For additional information about Partnership sales, go to the Partnership's website at CTpartnership.org

TOP PRODUCERS

Congratulations to the following producers who sold **more than 10 Partnership policies** between July 1st and December 31st, 2004 (this information was self-reported by the producers who responded to our request in the last edition of the *Quarterly Update*):

Curtis Bentley
Mark Bentley
Marcia Bernstein
Robert Beucler
Sean Deveau
Rosanne Hauser
Barbara Hayslip
Paul Isenberg

Gerard Kenney
Beth Kerrigan
Lisa Krawczyk
Dennis McDermott
Courtney Tilson
Maureen Torrence
Paul Tubin
Paul Wisniewski

COST OF LONG-TERM CARE IN CONNECTICUT

The Partnership's publication, ***Cost of Long-Term Care in Connecticut***, has been revised to reflect updated nursing facility and home care costs. The average private pay rate for a semi-private room increased **4.5%** from last year to **\$263 per day** or **\$96,000 per year**. In addition, the following Partnership publications have also been revised to reflect the new long-term care cost information: ***Frequently Asked Questions, Partnership Policies Can Save You Money (issue sheet)***, and ***Cost of Waiting to Buy Long-Term Care Insurance (issue sheet)***.

These four publications can be downloaded from the Partnership's website by clicking on the following link:

<http://www.opm.state.ct.us/pdpc4/ltc/advisor/Publications.htm>

We encourage you to download these publications since it will be the quickest way to access the materials and will reduce our printing and mailing costs. However, if you would like printed copies of the publications, we can send you up to 10 copies free of charge at this time. To order copies of this publication, please email david.guttchen@po.state.ct.us and note which publications you would like and in what quantities. ***Please include your mailing address when you email your publication request.***

Please allow 2-4 weeks for delivery of the publications.

NEW COMPANY JOINS PARTNERSHIP

The American Network Insurance Company (known to many as Penn Treaty) has recently received approval to sell a Partnership policy. American Network will be selling a comprehensive Partnership plan along with a comparable non-Partnership policy.

In the near future, the Partnership's **Policy Comparisons Report** will be updated to include information on American Network's Partnership policy. We will let you know when the new Report is available.

With the addition of American Network to the Partnership, the list of participating insurers is as follows:

American Network
Bankers Life and Casualty
CUNA Mutual
GE Capital Assurance
John Hancock
MedAmerica
MetLife
State Farm

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 4th -- RIDGEFIELD**
East Ridge Middle School
- **April 27th -- CLINTON**
Clinton Town Hall
- **May 4th -- FARMINGTON**
UCONN Health Center

Forums run from 7:00 to 9:00 p.m. *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**

PUBLICATION AND EDUCATIONAL MATERIALS AVAILABLE ON THE PARTNERSHIP WEBSITE

In response to requests from numerous producers, as noted above, many of the Partnership publications are now available to download directly from the Partnership website. By clicking on this link:

<http://www.opm.state.ct.us/pdpd4/ltc/advisor/Publications.htm>

you will find the following publications for downloading:

Frequently Asked Questions
Cost of Long-Term Care in Connecticut
Before You Buy
Connecticut Partnership Policies Can Save You Money
Cost of Waiting to Buy Long-Term Care Insurance

In addition, the Partnership has available many producer educational and marketing materials on the Partnership website. These materials have been updated to include the new long-term care cost information.

By clicking on this link:

<http://www.opm.state.ct.us/pdpd4/ltc/Advisor/ProducerMaterial/ProducerMaterial.htm>

you will find for your use:

Direct Mail Letters
Event Announcements
Issue Sheets
Long-Term Care Statistics
Presentation Slides (25 Power Point slides) and
Radio Ads

If you have any questions about these materials, please contact the Partnership at 860-418-6318 or email at david.guttchen@po.state.ct.us.

CT PARTNERSHIP CERTIFICATION TRAINING

Approved by the State of Connecticut Insurance Dept.
for 8 continuing education credits.

Sponsor #S11843 Course #C19619

Advance registration is required.

For more information and a list of available classes visit the Partnership's
website. To register call (860) 418-6318.

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