



**Quarterly UPDATE**  
***Connecticut Partnership for Long-Term Care***  
**October - December 2017**



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## **I. COVERAGE REDUCTION OPTIONS**

Due to regulations that went into effect in April of 2015, CT Partnership policyholders who experience a cumulative lifetime increase in premiums of 50% or greater have more options to reduce their coverage and not have their policy lose its Partnership status.

Affected policyholders are able to reduce their daily benefit amount to any level, even if it's below the Partnership minimums for that year, and still retain their Partnership policy.

In addition, affected policyholders can reduce their inflation protection level below the Partnership minimum of 3.5% compound as long as some amount of automatic inflation protection remains in the policy (guaranteed and future purchase options are not allowed). The level of inflation protection that affected policyholders will be able to reduce to will depend on the inflation protection options available from their insurer for the insurer's non-Partnership policies available when the Partnership policy was originally purchased. To find out what inflation protection options are available for a particular insurer and policy form email [david.guttchen@ct.gov](mailto:david.guttchen@ct.gov) or contact the insurer directly.

Partnership policyholders who have not experienced a 50% or greater cumulative lifetime increase in premiums also have coverage reduction options but their benefits must be at or above the Partnership minimums for that year in order for their policy to retain its Partnership status.

All Partnership policies include a “Shorter Coverage Reduction” provision which allows the policyholder to reduce their lifetime benefit, regardless of whether they have had their rates increased. Insurers must always have an option in their Partnership policies for the insured to lower their lifetime benefit amount even if that benefit amount is below the minimum lifetime benefit level the insured makes available for new policy sales. For instance, if an insurer’s minimum Partnership policy is a two year plan then the insurer must have rates on file for a one year policy so the insured can reduce their coverage if they so choose. The only exception is if the Partnership policy has a one year benefit period and then the insurer has the option of not including a Shorter Reduction Coverage option. Insureds can also reduce their daily benefit amounts as long as they are at or above the Partnership minimums.

## **II. MEDICAID ASSET PROTECTION** **EXPANDS THE LONG-TERM CARE INSURANCE MARKET**



One of the biggest advantages of the Partnership’s Medicaid Asset Protection feature is that it can expand your market for suitable long-term care insurance candidates, helping make the purchase of long-term care insurance more of a reality for the middle class. Medicaid Asset Protection allows consumers to purchase an amount of insurance based on the amount of assets they wish to protect. For those with more moderate amounts of assets, the Partnership can make the purchase of long-term care insurance more affordable since they can tailor their purchase to their level of wealth.

With a non-Partnership policy, consumers take some level of risk if they purchase anything less than lifetime or unlimited benefits since they will still be exposed to spending down their assets if they outlive their insurance benefits. Medicaid Asset Protection makes the purchase of shorter term coverage (i.e., 1, 2 or 3 years of coverage) a more suitable and feasible purchase based on someone's assets and the amount of income they can spend on the policy.

### **III. PUBLIC FORUMS**



Don't miss out on the following opportunities to educate your clients and prospects about long-term care insurance. These Forums will 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.

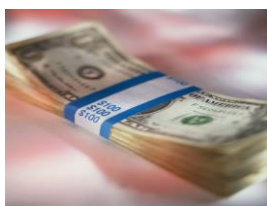
- **October 11<sup>th</sup> -- WESTON**  
Weston Public Library
- **October 24<sup>th</sup> – WALLINGFORD**  
Wallingford Public Library

The Forums will run from 6:00 to 8:00 p.m. Registration begins at 5:30 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** or 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).

If you have clients who are interested in attending a presentation on the Partnership, but are unable to attend one of the Public Forums noted above, please have them contact the Partnership at (860) 418-6318 to see if there are any other presentations in locations convenient to them. Also, if you would like to sponsor a presentation, please contact Aldo Pantano at 860-418-6365.

#### **IV. MINIMUM DAILY BENEFIT LEVELS FOR 2018**



For Partnership policies applied for in **2018**, the minimum daily benefit levels will be **\$274.00** for nursing home care and **\$137.00** for home care.

The 2018 minimum levels represent a 3.5% increase from 2017.

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 unless the policyholder has had a cumulative lifetime increase in their premiums of 50% or greater.

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

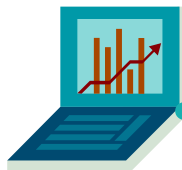
## **V. PARTNERSHIP RESOURCES TO REMEMBER**

**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.

## VI. RATE INCREASE ACTIVITY



Below is some information on recent rate increase requests to the Connecticut Insurance Department that affect Partnership policies.

### **BANKERS LIFE AND CASUALTY:**

In May 2017, Bankers Life and Casualty requested a 35% rate increase for some older Partnership and non-Partnership policies. **This request is under review by the Insurance Department.**

### **GENWORTH:**

In May 2017, Genworth requested two rate increases. One for 50.2% for some older Partnership and non-Partnership policies and another for 55.3% for some other older Partnership and non-Partnership plans. **In September 2017 the Insurance Department disapproved both of these requests but did approve a 10% rate increase for all of the policies covered under both requests.**

### **JOHN HANCOCK:**

In March 2017, John Hancock requested rate increases ranging from 8.1% to 125.2%, depending on the policy form, for some older Partnership and non-Partnership policies. **In June 2017 the Insurance Department disapproved this request but did approve an average 32.3% rate increase.**

In July 2017, John Hancock requested a 21% rate increase for some older Partnership and non-Partnership policies. **This request is under review by the Insurance Department.**



**MEDAMERICA:**

In April 2017, MedAmerica requested a 147% rate increase for some older Partnership policies. **In June 2017 the Insurance Department disapproved this request but did approve a 30% rate increase.**

**MONUMENTAL LIFE (Transamerica Premier Life):**

In May 2017, Monumental Life requested a rate increase of 65% for some older Partnership and non-Partnership policies. **In June 2017 the Insurance Department disapproved this request but did approve a 30% rate increase.**

In May 2017, Monumental Life also requested a rate increase of 151% for some older Partnership and non-Partnership policies. **In September 2017 the Insurance Department disapproved this request but did approve a 40% rate increase.**

**TRANSAMERICA LIFE:**

In May 2017, Transamerica Life requested a rate increase of 34.92% for some older Partnership and non-Partnership policies. **In September 2017 the Insurance Department disapproved this request but did approve a 30% rate increase.**

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

## VII. 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](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 verify you have completed the Partnership certification training, 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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