

Quarterly UPDATE

Connecticut Partnership for Long-Term Care

April – June 2007

PARTNERSHIP EXPANSION CONTINUES

Last *Quarterly Update* we noted that 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. Last *Update* we noted that three new states, **Florida, Idaho** and **Minnesota** had received approval to implement Partnership programs. We are pleased to report that five additional states have received approval – **Colorado, Georgia, Nebraska, Nevada** and **Virginia** – bringing the total of new Partnership states to eight.

Two more states, **Kansas** and **North Dakota** have applied for federal approval for a Partnership plan and there are likely close to 15 other states who are interested in developing a Partnership plan. We will provide updates to you as more states receive federal approval for a Partnership program.

The only new state where Partnership policies are currently being sold is Idaho. The rest of the states are in the process of developing their Partnerships and hope to have policies available sometime later this year.

Sometime in 2007, the federal Department of Health and Human Services will be developing standards for reciprocity between Partnership states. Our hope is that these standards will lead to more reciprocal agreements along the lines of the agreement Connecticut currently has with Indiana for the granting of Medicaid Asset Protection. We will provide you with updated information on reciprocity as it becomes available to us.

PARTNERSHIP SALES CONTINUE TO GROW

In the quarter ending December 31, 2006, total Partnership sales passed the **43,000** level with **43,502** sold to date. In addition, **over 800** Partnership applications were submitted, bringing the total number of applications to more than **53,359**.

93% of purchasers are under the age of seventy and 79% under the age of 65. The average age at time of purchase is 58 and the average maximum benefit purchased is \$229,997. In addition, over \$32 million in Medicaid Asset Protection has been earned as of 12/31/06 by Partnership policyholders receiving benefits under their policies. For additional information about Partnership sales, go to the Partnership's website at www.ctpartnership.org.

TOP PRODUCERS

Congratulations to the following producers who sold **more than 10 Partnership policies** between July 1st and December 31st, 2006 (this information was self-reported by the producers who responded to our request in the last edition of the *Quarterly Update*):

John Baez
Marcia Bernstein
Robert Beucler
Robert Charnas
Sean Deveau
Rachel Faiga
Rosanne Hauser
Barbara Hayslip
Charles Kelly
Gerard Kenney
Lisa Krawczyk
Scott Zimmerman

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 nursing facility room increased **5.2%** from last year to **\$299 per day** or over **\$109,000 per year**. 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/pdpd4/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 these publications, 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.

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 10th -- MILFORD**
Jonathan Law High School
- **April 23rd -- WETHERSFIELD**
Silas Dean Middle School
- **May 8th -- OLD SAYBROOK**
Old Saybrook High School

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**.

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.

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