

# Quarterly UPDATE

## Connecticut Partnership for Long-Term Care

### January – March 2006

#### PARTNERSHIP SALES CONTINUE TO GROW

In the quarter ending September 30, 2005, total Partnership sales passed the **39,000** level with **39,747** sold to date. In addition, **over 1,000** Partnership applications were submitted, bringing the total number of applications to more than **48,000**.

92% of purchasers are 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 \$223,384. In addition, over \$21 million in Medicaid Asset Protection has been earned as of 9/30/05 by Partnership policyholders receiving benefits under their policies. For additional information about Partnership sales, go to the Partnership's website at [www.opm.state.ct.us/pdpd4/ltc/consumer/stats.htm](http://www.opm.state.ct.us/pdpd4/ltc/consumer/stats.htm)

#### POLICY COMPARISONS REPORT

The Partnership's **Policy Comparisons Report** has been revised to reflect updated information for 2006 for the Partnership's minimum daily benefit levels and tax-qualified policies. The revised report also reflects the official name change for GE Capital to Genworth Life

With the name change for GE Capital, the list of participating insurers in the Partnership is as follows:

American Network  
Bankers Life and Casualty  
CUNA Mutual  
Genworth Life  
John Hancock  
MedAmerica  
MetLife  
State Farm

To order copies of the January 2006 report, simply send an e-mail to: [david.guttchen@po.state.ct.us](mailto:david.guttchen@po.state.ct.us) - *we will be able to provide up to 10 copies of the report per request. Please note that, due to an anticipated high demand, it may take 2-4 weeks for delivery of your order. Please include your mailing address in your email.*

## WANTED

Insurance professionals **who have sold more than 10** CT Partnership policies during the six-month period between July 1<sup>st</sup> and December 31<sup>st</sup> 2005. Please e-mail the Partnership office at [david.guttchen@po.state.ct.us](mailto:david.guttchen@po.state.ct.us) and give us your name and the number of policies you sold during the past 6 months. Producers who respond will be recognized in the Spring issue of **Quarterly UPDATE**. As a reminder, we must hear from you if you wish to be recognized in our next Update. **We do not receive agent-specific sales information from the insurers.**

## 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 3rd -- WESTPORT**  
Westport Town Hall
- **May 3rd -- SIMSBURY**  
Eno Memorial Hall Auditorium
- **May 9th -- GROTON**  
Groton Senior 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**

## NEW MINIMUM BENEFIT LEVELS

Effective January 1, 2006, the minimum benefit amounts that can be purchased under the CT Partnership are **\$159 per day** for nursing home care and **\$79.50 per day** for home and community-based care. These minimum daily benefit levels do not necessarily reflect the recommended amount to purchase. Rather, they reflect the least amount in daily benefits that are allowed on a Partnership application.

Please keep in mind that the daily benefits must meet the minimum requirements that are effective in the year the policy is issued. For example, if an application was taken in early November 2005 and the policy was issued before December 31<sup>st</sup>, 2005, the daily benefits must be equal to or greater than the minimum levels established for calendar year 2005. However, if the policy was issued January 1, 2006, or later in 2006, then the daily benefits must be equal to or greater than the minimum levels established for calendar year 2006.

The minimum daily benefit requirements under the Partnership also apply to existing policyholders. In other words, if a policyholder wishes to reduce their daily benefit, they cannot reduce it to a level that is below the Partnership minimum for the current year.

## SPOUSAL ASSET LIMITS FOR CT MEDICAID

Effective January 1, 2006, the maximum amount of assets a spouse living at home can keep when his/her spouse is on Medicaid and in a nursing home rose to **\$99,540**. The revised minimum amount of assets a spouse can keep is **\$19,908**. (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 25% of individuals are married at the time they apply to Connecticut's Medicaid Program for long-term care services.

## TAX QUALIFIED PREMIUM LIMITS FOR 2006

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 2006. The new limits are noted below.

Attained Age Before the Close of the Tax Year	Tax Limitation on Premiums Calendar Year 2006
40 or less	\$280
41 – 50	\$530
51 – 60	\$1,060
61 – 70	\$2,830
71 and older	\$3,530

## **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 2006.

“Before You Buy” can be downloaded from the Partnership’s website at:  
[www.opm.state.ct.us/pdpd4/ltc/advisor/Publications.htm](http://www.opm.state.ct.us/pdpd4/ltc/advisor/Publications.htm)

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  
Connecticut Partnership Policies Can Save You Money  
The Cost of Waiting to Buy Long-Term Care Insurance

**Please note that these Partnership publications are not to be modified or altered in any manner for any purpose.**

## **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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