

Quarterly UPDATE

Connecticut Partnership for Long-Term Care

October - December 2006

POLICY SALES REACH MILESTONE

In the quarter ending June 30, 2006, total Partnership sales passed the **42,000** level with 42,039 policies purchased in total. In addition, **896** individuals applied to purchase a Partnership policy, bringing the total number of applications submitted to more than **51,700**.

For 92% of the purchasers, their Partnership policy was the first long-term care insurance policy they purchased. The average age at time of purchase is 58 and the median maximum benefit purchased is \$216,080. In addition, 544 Partnership policyholders have qualified to receive benefits under their policy with over \$27 million of Medicaid Asset Protection earned based on payments made under the policies. 36 Partnership policyholders had accessed Medicaid as of June 30, 2006.

The Partnership estimates that it has saved Connecticut's Medicaid program over \$3 million to date.

For additional information about Partnership sales, go to the Partnership's website at **www.ctpartnership.org**.

TOP PRODUCERS

Congratulations to the following producers who reported to the Partnership office they sold **more than 10 Partnership policies** during the six-month period January 1st through June 30th, 2006.

Armen Abrahamian
Cynthia Allen
Marcia Bernstein
Robert Beucler
Robert Charnas
Thomas Couvares
Sean Deveau
Rachel Faiga
Rosanne Hauser
Barbara Hayslip
Edmond Henrich

Charles Kelly
Gerry Kenney
Lisa Krawczyk
Dennis McDermott
James Meehan
Jeanne Murray
Jim Palma
Rich Sabato
Frank Sparks
Courtney Tillson
Maureen Torrence

As a reminder, in order for us to list you as a Top Producer we need to hear from you. The next request for names of Top Producers will be made in January 2007 for the six-month period between July – December 2006.

NEW COMPANY JOINS PARTNERSHIP

The Prudential Insurance Company has recently received Partnership approval. Prudential will be selling a comprehensive Partnership plan along with a comparable non-Partnership policy.

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

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

POLICY COMPARISONS REPORT

The Partnership's **Policy Comparisons Report** has been revised to reflect the addition of Prudential to the Partnership.

To order copies of the September 2006 report, simply send an e-mail to: 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.*

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. 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.

The Partnership allows you to expand your potential market and helps make the purchase of long-term care insurance more of a reality for the middle class.

MINIMUM DAILY BENEFIT LEVELS FOR 2007

For Partnership policies issued with effective dates in **2007**, the minimum daily benefit levels will be **\$167.00** for nursing home care and **\$83.50** for home care.

Please note that for applications taken in 2006, but issued with 2007 effective dates, the 2007 minimum benefit levels apply. Therefore, during the fourth quarter of 2006, especially towards the end of the year, please be aware of how long it will take for the insurer to process and issue the policy and make sure the appropriate level of benefits are selected.

If you have any questions on the Partnership's minimum daily benefit levels, please email David Guttchen at david.guttchen@po.state.ct.us or call 860-418-6318.

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 5th -- MANCHESTER**
Manchester Community College
- **October 19th -- LITCHFIELD**
Education Connection Auditorium
- **November 8th -- NORTH HAVEN**
North Haven Middle 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 at **www.ctpartnership.org**. 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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