

# Quarterly UPDATE

## **Connecticut Partnership for Long-Term Care**

### **October - December 2010**



## **PARTNERSHIP EXPANSION CONTINUES**

The state of **North Carolina** recently passed legislation authorizing the state to develop a Partnership for Long-Term Care program. The North Carolina Partnership is scheduled to be effective in January 2011. It is assumed that North Carolina will be part of the Reciprocity Compact but we won't know that for certain until the program goes into effect.

When North Carolina's Partnership becomes effective they will become the 38<sup>th</sup> state to have implemented a Partnership program. In addition to North Carolina, the new Partnership states are: **Alabama, Arizona, Arkansas, Colorado, Florida, Georgia, Idaho, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Virginia, Wisconsin and Wyoming.** This is in addition to the four original Partnership programs in **California, Connecticut, Indiana and New York.**

All of the new Partnership states, as well as Connecticut and Indiana, are members of the Partnership Reciprocity Compact. The only Partnership states that are not members of the Reciprocity Compact are California and New York.

For more information on the Reciprocity Compact, please review the information in the following link:

[http://www.ct.gov/opm/lib/opm/hhs/ltc/partnership\\_reciprocity\\_compact.pdf](http://www.ct.gov/opm/lib/opm/hhs/ltc/partnership_reciprocity_compact.pdf)

## **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.

## 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 1<sup>st</sup> through June 30<sup>th</sup>, 2010.

Armen Abrahamian  
Robert Charnas  
Larry Golfin  
Charles Kelly  
Jerry Kenney  
Lisa Krawczyk  
Jim Meehan  
Kathleen Ruane  
Susan Sullivan  
Leonard Wik  
Scott Zimmerman

*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 2011 for the six-month period between July – December 2010.*

## MINIMUM DAILY BENEFIT LEVELS FOR 2011

For Partnership policies applied for in **2011**, the minimum daily benefit levels will be **\$203.00** for nursing home care and **\$101.50** for home care.

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.

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.

## 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 27<sup>th</sup> -- DARIEN**  
Darien Public Library
- **November 1<sup>st</sup> -- EAST HARTFORD**  
Sheraton Hotel
- **November 3<sup>rd</sup> -- WALLINGFORD**  
Wallingford Public Library

Forums 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**.

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