



**Quarterly UPDATE**  
***Connecticut Partnership for Long-Term Care***  
**January – March 2021**



## **IN THIS ISSUE:**



- I. NEW PARTNERSHIP AGENT CERTIFICATION TRAINING FORMAT***
- II. PARTNERSHIP VIDEO PRESENTATIONS***
- III. NEW PARTNERSHIP MINIMUM DAILY BENEFIT LEVELS FOR 2021***
- IV. SPOUSAL ASSET LIMITS FOR CT MEDICAID FOR 2021***
- V. TAX QUALIFIED PREMIUM LIMITS FOR 2021***
- VI. NEW “BEFORE YOU BUY” PUBLICATION***
- VII. NEW “POLICY COMPARISONS” REPORT***
- VIII. RATE INCREASE ACTIVITY***
- IX. DID YOU KNOW?***
- X. PARTNERSHIP TRAINING CERTIFICATES***

## **I. NEW PARTNERSHIP AGENT CERTIFICATION TRAINING FORMAT**

We are very pleased to announce that the Partnership Agent Certification Training is moving to a fully online format. Instead of the requirement of completing an 8-hour online prerequisite course and then a 4-hour classroom course, the new course will be one online 10-hour course, with an exam that must be passed at the end of the course. This one 10-hour course will meet all the requirements for agents to become certified to sell Partnership policies.

The new course is currently being offered by one online vendor, LTCi Training, but additional online vendors may offer the course as well in the future. This new format eliminates the need for agents to attend an in-person class, and reduces the certification cost to \$45 for the course plus \$18.75 for Continuing Education (CE) credits--significant savings from the approximately \$200 fee for the two classes needed to be completed under the old format.

In addition to certifying an agent to sell Partnership-approved policies, the new course will be eligible for 10 CE credits for CT resident agents, comprised of 7 Life and Health and 3 Law/Regulations and Ethics credits.

We would appreciate it if you could please share this information with any agents interested in obtaining certification to sell Partnership policies.

We also feel this new course is an excellent and affordable opportunity for agents who are already Partnership certified to receive a refresher on the Partnership and receive 10 CE credits as well. There have been some significant positive changes to the Partnership program, such as a reduction in the Partnership's required inflation protection level from 5% to 3% compounded and added options for policyholders experiencing significant rate increases, that are addressed in the certification training.

Additional information on the Partnership certification training course can be found on the Partnership website at <https://portal.ct.gov/OPM/PDPD-HHS-Long-Term-Care/Advisor/Partnership-Advisor-Producer-Training> or you can access the course directly at <https://www.ltcitraining.com/Public/CTPartnership>.

## II. PARTNERSHP VIDEO PRESENTATIONS



Due to the public health emergency created by COVID-19, the Partnership is unable to hold in-person Public Forums this Spring.

To assist with providing the public with information on long-term care, what it is, future need and potential costs, and the options available for financing possible long-term care needs, including Partnership long-term care insurance, Partnership staff have produced two videos featuring trainer Aldo Pantano. The first video is a general presentation on long-term care, long-term care insurance and the Partnership. The second video answers frequently asked questions about long-term care and the Partnership.

Both videos can be accessed on the Partnership's home page at [www.ctpartnership.org](http://www.ctpartnership.org). We encourage you to share these resources with your clients and colleagues.

Please note that if you have a group of 10 or more clients, Aldo is available to do presentations through your Zoom, or other virtual account, or, if you have a group of 10 or more agents, he can provide your agency an overview to update your office about the Partnership. If you're interested, please email Aldo at [aldo.pantano@ct.gov](mailto:aldo.pantano@ct.gov).

### III. NEW PARTNERSHIP MINIMUM DAILY BENEFIT LEVELS FOR 2021



The minimum daily benefit levels for Partnership policies applied for in **2021** are **\$299.00** for nursing home care and **\$149.50** 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.

*The only exceptions to the minimum daily benefit requirement are: 1) Partnership policyholders who have experienced a 50% or greater lifetime cumulative rate increase can lower their daily benefit below the Partnership minimum and can still have their policy retain its Partnership status; and 2) Partnership policyholders whose policies are covered by the Connecticut Life and Health Insurance Guaranty Association (regardless of the level of premium increases they have experienced) can lower their daily benefit below the Partnership minimum and can still have their policy retain its Partnership status.*

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.

## IV. SPOUSAL ASSET LIMITS FOR CT MEDICAID FOR 2021

Effective January 1, 2021 the maximum amount of assets a spouse living at home can keep when his/her spouse is on Medicaid and receiving long-term care services is half of the couple's assets up to **\$130,380**. The minimum amount of assets a spouse can keep is **\$26,076**. (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 20% of individuals are married at the time they apply to Connecticut's Medicaid Program for long-term care services.

## V. TAX QUALIFIED PREMIUM LIMITS FOR 2021



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 2021. The threshold for being able to deduct unreimbursed medical and dental expenses is 10.0% of adjusted gross income. The new limits are noted below.

Attained Age Before the Close of the Tax Year	Tax Limitation on Premiums Calendar Year 2021
40 or less	\$450
41 – 50	\$850
51 – 60	\$1,690
61 – 70	\$4,520
71 and older	\$5,640

## VI. NEW “BEFORE YOU BUY” PUBLICATION



The Partnership’s “Before You Buy” publication, that producers are required to provide to every Partnership policy applicant, has been updated for 2021.

“Before You Buy” can be downloaded from the Partnership’s website at:

<https://portal.ct.gov/OPM/PDPD-HHS-Long-Term-Care/Advisor/Partnership-Advisor-Publications>

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
- The Cost of Waiting to Buy Long-Term Care Insurance
- Connecticut Partnership Provides Significant Additional Value for Consumers
- Partnership Reciprocity Compact
- Policy Comparisons Report
- Factors to Consider When Requesting a Quote for a CT Partnership Policy

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

## VII. NEW “POLICY COMPARISONS” REPORT



The Partnership’s **Policy Comparisons Report** has been revised to reflect updated information for 2021 regarding the Partnership’s minimum daily benefit levels and tax-qualified policies.

**The Policy Comparisons Report is available electronically.** A PDF version of the Report can be downloaded from the Partnership website by selecting “Policy Comparisons Report” from the following link:

<https://portal.ct.gov/OPM/PDPD-HHS-Long-Term-Care/Advisor/Partnership-Advisor-Publications>

**Please note that you are prohibited from altering the Policy Comparisons Report in any manner, such as adding your name to the Report, attaching a business card, or reformatting or rearranging the Report in any way. You are free to make as many copies of the Report as you would like as long as the Report is not altered in any manner.**

If you would like a printed copy of the Report, we can provide you at no cost with up to 10 copies of the January 2021 edition at this time. **Please note it may take 2-4 weeks for delivery.** To order, send an e-mail to: [david.guttchen@ct.gov](mailto:david.guttchen@ct.gov). **Please include your mailing address in your email.**

## VIII. RATE INCREASE ACTIVITY



### **BRIGHTHOUSE:**

In June 2020, Brighthouse requested an average 173.0% rate increase for some older Travelers Partnership and non-Partnership policies. **In October 2020, this request was denied by the Insurance Department, but the Insurance Department did approve a 50% increase for all policies.**

In December 2020, Brighthouse requested a 50% rate increase for some older Partnership and non-Partnership policies. **This filing is under review by the Insurance Department.**

### **CUNA MUTUAL:**

In September 2020, CUNA Mutual requested a 150% rate increase for some older Partnership and non-Partnership policies. **This filing is under review by the Insurance Department.**

### **GENWORTH:**

In November 2020, Genworth requested an average 60.9% rate increase for some older Partnership and non-Partnership policies. **This filing is under review by the Insurance Department.**

In November 2020, Genworth requested a 51.6% rate increase for an older Partnership policy. **This filing is under review by the Insurance Department.**

The Insurance Department's website - <https://www.catalog.state.ct.us/cid/portalApps/LongTermCareFiling.aspx> - includes a listing of long-term care insurance rate increase requests. For rate increase filings where the Insurance Department has made a final decision there will be a selection for the "Disposition" which is the Insurance Department's write-up of their decision. In the Disposition you can find out what increase was approved for a particular policy form, since a filing will usually include several different policy forms. You can also sign up on the website for "e-alerts" so you will receive an e-mail whenever a new rate increase request is filed and also when the Insurance Department makes a decision about a rate increase filing.

## IX. DID YOU KNOW?



- As of September 30, 2020, there were 211 licensed Nursing Facilities in Connecticut. As of September 30, 2020 there were 24,878 nursing facility beds. Please see the link below for a fact sheet with additional information:

<https://portal.ct.gov/-/media/OPM/HHS/LTC/NF-Fact-Sheet-2020.pdf>

- All CT Partnership policyholders who receive care in a CT licensed nursing facility are entitled to a 5% discount off the private pay cost for room and board and services in the facility. With an annual private pay rate of over \$166,000, that's over an \$8,000 discount. For information on additional provisions included in a Partnership policy that provide significant value to the policyholder, please see the link below:

[http://www.ct.gov/opm/lib/opm/hhs/ltc/consumer\\_value\\_apdg.pdf](http://www.ct.gov/opm/lib/opm/hhs/ltc/consumer_value_apdg.pdf)

- Additional research studies performed by the CT Partnership can be found at:

<https://portal.ct.gov/OPM/PDPD-HHS-Long-Term-Care/Researcher/Partnership-Researcher>

## X. CT PARTNERSHIP TRAINING CERTIFICATES



If you attended a Partnership agent certification training 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).

**Quarterly UPDATE** is published for certified producers and other professionals  
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