



Quarterly UPDATE
Connecticut Partnership for Long-Term Care
July - September 2020



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I. POLICY COMPARISONS REPORT

Recently, MassMutual made the decision to stop selling Connecticut Partnership policies. Therefore, the Partnership's *Policy Comparisons Report* has been revised to reflect the removal of MassMutual as a participating insurer. The three remaining participating insurers are Bankers Life, Genworth and Transamerica Life.

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>

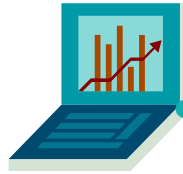
Please note that you are prohibited from altering the Policy Comparisons Report in any manner, such as adding your name to the Report, attaching a business card, or reformatting or rearranging the Report in any way. You are free to make as many copies of the Report as you would like as long as the Report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

II. PARTNERSHIP SAVES MEDICAID MILLIONS

Since its inception in 1992, the Partnership estimates it has saved Connecticut's Medicaid program over \$55 million in long-term care costs. This estimate is based on survey responses of Partnership policyholders and actual claim data. These savings will continue to increase as more Partnership policyholders utilize their benefits.

As of the quarter ending December 31, 2019, over **60,200** Partnership policies have been sold with over **72,800** Partnership applications submitted to date. 97% of purchasers are under the age of seventy and 61% are under the age of 60. The average age at time of purchase is 57 and the average maximum benefit purchased is \$261,148. More than **\$525 million** in Medicaid Asset Protection had been earned as of 12/31/19 by Partnership policyholders receiving benefits under their policies. Over **\$150 million** of the Medicaid Asset Protection that has been earned will never be utilized since the policyholders died before applying to Medicaid.

III. RATE INCREASE ACTIVITY



Note: The below rate request activity reflects rate request status as of the date this report was published.

BRIGHTHOUSE:

In June 2020, Brighthouse requested an average 173.0% rate increase for some older Travelers Partnership and non-Partnership policies. **This request is under review by the Insurance Department.**

GENWORTH:

In October 2019, Genworth requested an average 39.9% rate increase for some older Partnership and non-Partnership policies. **In March 2020, this request was approved in whole by the Insurance Department.**

In December 2019, Genworth requested an average 17.1% rate increase for some additional older Partnership and non-Partnership policies. **In March 2020, this request was approved in whole by the Insurance Department.**

JOHN HANCOCK:

In May 2020, John Hancock requested an average 68.3% rate increase (range of 10.7% to 139.1%, depending on the policy form) for some older Partnership and non-Partnership policies. **This request is under review by the Insurance Department.**

MEDAMERICA:

In February 2020, MedAmerica requested an average 107.5% rate increase for some older Partnership and non-Partnership policies. **In May 2020, this request was denied by the Insurance Department but the Insurance Department did approve a 30% increase.**

In April 2020, MedAmerica requested a 22.0% rate increase for some older Partnership policies. **This request is under review by the Insurance Department.**

METLIFE:

In February 2020, MetLife requested a rate increase ranging from 9.4% to 91.7%, depending on the policy form, for some older Partnership and non-Partnership policies. **In April 2020, this request was denied by the Insurance Department but the Insurance Department did approve a rate increase ranging from 0% - 33.54%, depending on the policy form.**

NEW YORK LIFE:

In October 2019, New York Life requested an average 49.5% rate increase for some older Partnership and non-Partnership policies. **In May 2020, this request was approved in whole by the Insurance Department.**

PRUDENTIAL:

In February 2020, Prudential requested a rate increase ranging from 24.5% to 176%, depending on the policy form, for some older Partnership and non-Partnership policies. **In May 2020, this request was denied by the Insurance Department but the Insurance Department did approve a 10% increase.**

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.

IV. CT PARTNERSHIP TRAINING CERTIFICATES



The Partnership office has been conducting the required Partnership training sessions since 1994. If you attended a training session in 1994 or after and you've misplaced your training certificate, the Partnership office can provide you with a replacement copy from our files. Just call us at 860-418-6318 or email at david.guttchen@ct.gov. Please note that during the COVID-19 public health emergency there may be a delay in providing you with your certificate.

If you attended a training conducted prior to 1994, the Partnership office will not have a copy of your certificate on file. In order to receive a copy of your certificate, you will need to contact Tanya Penman-Sterling at the Connecticut Insurance Department at **860-297-3882** or email at **Tanya.Penman.Sterling@ct.gov**.

V. PARTNERSHIP RESOURCES TO REMEMBER

Partnership Toll-free Consumer Information Line: The Partnership maintains a toll-free consumer information line. The information provided by state staff is unbiased and provides consumers with quick and clear answers to their general questions about long-term care and the Partnership. It is a useful resource to share with your clients. Consumers and policyholders may call 1-800-547-3443 toll-free from anywhere within Connecticut for assistance. Out-of-state callers should call 860-418-6318.

Online Resource Materials: The Partnership maintains a robust website with numerous materials for producers, policyholders, potential buyers and researchers. The website is updated frequently and includes most of the publications developed by the Partnership program, including the most popular publications *Before You Buy*, *Policy Comparisons Report*, *Frequently Asked Questions* and *Cost of Long-Term Care in Connecticut*.

Presentations: If you have a group of clients, employer clients or other organizations that are interested in learning about long-term care insurance, Partnership staff are available to provide presentations on the need for long-term care and the Partnership. No sales or solicitations are allowed at these presentations. If you're interested in organizing an event, please email Aldo Pantano at aldo.pantano@ct.gov. *Note: Due to the COVID-19 public health emergency we don't know when in-person presentations will be allowed to be held again but we welcome hearing from you about possible future events or what we may be able to do remotely.*

<p>Quarterly UPDATE is published for certified producers and other professionals by the State of Connecticut, Office of Policy & Management. Direct inquiries to: Connecticut Partnership for Long-Term Care, 450 Capitol Ave.- MS# 52LTC, Hartford, CT 06106-1379, (860) 418-6318 or david.guttchen@ct.gov.</p>
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