



# The PARTNERSHIP PRESS

New York State Partnership for Long-Term Care

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## Special Features

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- E-Learning Module is up and running on the Partnership website.
- NYPERL open enrollment considered a big success.
- Federal Offering
- Highlights from the Quarterly report
- Participating Insurance Companies Directory

## HELP WANTED

This newsletter is written for you. That's why we are asking for your help.

Tell us what you want in the next edition of the newsletter.

With your help we can make this newsletter an efficient source of information.

Send your comments and suggestions to

[www.nyspltc.org](http://www.nyspltc.org)

## Director's Corner

As director of the New York State Partnership for Long-Term Care, I am pleased to resume the publication of the Partnership Press newsletter. Since the beginning, this newsletter has aimed at bringing you the latest on the New York State Partnership for Long-Term Care.

As the baby boomer generation grows older and the demand for long-term care services increases, federal and state governments will face phenomenal financial challenges. David Walker, Comptroller General of the United States, recently gave an alarming testimony before the U.S. Senate Special Committee on Aging. He stated that without fundamental long-term care financing reform, Medicaid will remain the de facto long-term care insurance program. Consequently, Medicaid long-term care expenditures for the elderly could be as high as \$132 billion by 2050 (<http://www.gao.gov/new.items/d02544t.pdf>). This will place a tremendous burden on both federal and state governments.

This demographic imperative, combined with baby-boomers' limited awareness of and insufficient financial preparedness for their long-term care needs, have prompted state and federal governments to consider both private long-term care and Partnership insurance as viable long-term care financing options. New York State made Partnership long-term care insurance available a decade ago. Currently, 14 participating insurance companies are marketing Partnership policies. New York State also offers the New York State Public Employees and Retirees Long-Term Care Insurance Plan (NYPERL), with a Partnership for Long-Term Care option, to active state workers, retirees, and their spouses. The Federal Government, too, has just launched the Federal Long-Term Care Program for the benefit of federal employees, retirees, and their spouses.

As the U.S. Comptroller General indicated, long-term care insurance contributes to maintaining quality of life, preserving individual dignity, and meeting the lifestyle preferences of disabled persons in need of assistance in everyday activities. I sincerely believe that the Partnership for Long-Term Care program responds to these exigencies and will be given much consideration as a rational and reasonable option at the federal level and in other states.

Robert L. Borrelli, Director

## **E-Learning is Available on the Partnership Website**

After months of development, the NYS Partnership E-learning Program is up and running.

The NYS Partnership website ([www.nyspltc.org](http://www.nyspltc.org)) has been enhanced to include the Partnership E-learning Program. This web-based learning tool was developed to be used by licensed insurance agents and consumers to learn more about the NYS Partnership Program.

The E-learning Program is a step-by-step learning program that provides potential policyholders with information to assess their risk of

needing long-term care, evaluate the cost of long-term care services, and help them plan for their financial future.

The E-learning Program is also an efficient tool for training insurance agents on the complex issue of long-term care, Medicaid Extended Coverage, and the Partnership Program.

With the E-learning Program, agents have the advantage of learning at their own pace and time. They can also use the program as a quick reference tool while meeting with a potential

policyholder. No more waiting for answers. The answers are as close as their fingertips.

For more information visit our website at [www.nyspltc.org](http://www.nyspltc.org) or call the NYS Partnership office at (518) 474-0662.

As part of the second phase of the E-learning Program, we are asking for suggestions on additional information you would like included in the E-learning Program. Send suggestions or comments to [pltc@health.state.ny.us](mailto:pltc@health.state.ny.us).

# NYPERL, Open Enrollment A Big Success

*NYPERL  
Open  
Enrollment  
A Success*

The open enrollment period for NYPERL which was scheduled to end on May 31, was extended to June 14, 2002.

Preliminary data from Med-America showed over 3,400 applications were taken during

this period. Overall the open enrollment was a huge success.

State employees, retired state employees and eligible family members can still apply anytime with NYPERL for Long-term care insurance but, now medi-

cal underwriting will be required.

To date, more than two dozen local government and organizations expressed interest in NYPERL.

## Federal Long-Term Care Insurance Program



Twenty  
Million  
Americans  
Targeted

The Long-Term Care Security Act (PL 106-265) which passed on September 19, 2000 led to the development of the Federal Long-term Care Insurance Program (FLTCIP) sponsored by the United States Office of Personnel Management (OPM).

An estimated 20 million people are eligible to apply for the new FLTCIP. This will become the largest employer sponsored LTC

insurance program in the Nation.

Two companies; Metropolitan Life Insurance and John Hancock Life Insurance were chosen by OPM for the offering. They formed a new entity called LTC Partners developed to operate the new program.

With the added advertising that LTC Partners will be doing to promote the new Federal offering should spark new interest in

LTC insurance overall. The population that is not qualified to participate in the Federal offering will seek more information regarding LTC and LTC insurance. This is a great opportunity for the insurance industry to increase their sales of the Partnership policies. It should be a time of tremendous growth for the insurance industry.

## Quarterly Report Summary

Listed below are some highlights from the third quarter report of 2001, ending September 30th.

- January 2001 there were **30,154** active policies as of September 2001 there were **32,406** active policies.
- The majority of new policyholders were married females with an average age of **65**.
- Sales continue to be predominantly first time buyers.
- The average annual premium for all policy holders was \$2,373.
- Seventy-two percent of policyholders selected a 100-day deductible.

The complete report is available at the NYS Partnership website ([www.nyspltc.org](http://www.nyspltc.org)).

## Participating Insurance Companies

American Progressive	800-332-3377
CNA	312-262-0348
Conseco	800-888-4918
First Fortis	617-572-9590
GE Capital	800-246-0807
John Hancock Mutual Life	617-572-9590
Massachusetts Mutual	860-987-2024
MedAmerica	716-399-6620
Metropolitan Life	888-776-3882
Mutual of Omaha	402-351-4309
New York Life	512-703-5445
Prudential	973-548-6616
TIAA	212-490-9000
Transamerica	800-553-7600

Complete report  
available  
on the  
Partnership  
Website