

## LONG-TERM CARE WORKGROUP AGENDA

Monday, December 5, 2016 11 a.m.-12 p.m.

**CALL IN NUMBER:** (866) 247-6034

**CONFERENCE CODE:** 1573490062

### 1. Roll Call

- MIA Workgroup members
  - Adam Zimmerman, Actuarial Analyst (Co-Chair)
  - Catherine Grason, Director of Regulatory Affairs (Co-Chair)
  - Jeff Ji, Senior Actuary
  - Joy Hatchette, Associate Commissioner, Consumer Education and Advocacy
  - Jamie St. Clair, Lead Analyst, Health Insurance Division
  - Nancy Egan, Director of Government and External Relations
  - Tracy Imm, Director of Public Relations
  - J. Van Dorsey, Principal Counsel, MIA
- Invited Legislators and Stakeholders
  - Senator Adelaide Eckardt
  - Delegate Ben Kramer
  - Lorie Mayorga, Deputy Director Medicaid Eligibility Policy, Maryland Department of Health and Mental Hygiene (DHMH)
  - Beth Sammis, Consumer Health First
  - Melissa Barnickel, Principal Baygroup Insurance, LLC
  - Sally Leimbach, Maryland LTCI Roundtable, Joint Legislative Committee of Maryland Association of Health Underwriters (MAHU) and The National Association of Insurance and Financial Advisors of Maryland (NAIFA-MD)
  - Jeff Merwin, Director of LTC Brokerage, Capitol Metro Financial Services, Inc.
  - Amanda Matthiesen, Executive Director, Product Policy, America's health Insurance Plans (AHIP)
  - Susan Coronel, Executive Director, Product Policy, America's Health Insurance Plans (AHIP)
  - Bill Weller, Consulting Actuary, America's Health Insurance Plans (AHIP)
  - Rod Perkins, Vice-President, Government Relations, The American Council of Life Insurers (ACLI)

### 2. TOPICS:

- Determine ways to improve communication between the MIA, LTC Carriers and their policyholders.
  - Current MIA Communications with policyholders re: LTC
    - Website, Screenshot attached (Joy Hatchette)
    - Rate Hearings (Adam Zimmerman)
    - Posting of Actuarial Memorandum (Adam Zimmerman)
  - Carrier Communications with policyholders?
  - Producer Communications with policyholders?
- What information would be needed from carriers to better understand the nature of the market in Maryland, and how to obtain it. i.e. age of policyholder and spouse
  - CURRENT DATA (Maryland Data Attached):



- What other info. needed and for what purpose?


**3. Next meeting: Tuesday, December 20, 2016 11 a.m.-12 p.m.**

- **TOPIC:** Possible Legislation
  - Tax Credits - Establish thresholds for tax credits based on age of policyholders and/or number of years paying premium.
  - Other ideas

## Consumer

- > Consumers Home
- > Publications
- > File A Complaint
- > Consumer Outreach
- > Hearings
- > Insurance Fraud
- > Producer Search
- > Legislative Information
- > Reports
- > Company and Producer Search

# Long-Term Care Insurance

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## Publications and Useful Information

Company Information

Consumer Resources

- [File a Complaint](#)
- [Maryland Health Care Commission's Consumer Guide to Long-Term Care](#)
- [A Consumer Guide to the Maryland Long-Term Care Insurance Partnership Program](#)
- [Long-Term Care Insurance Rate Review Process - Maryland](#) (Sarah Li, Chief Actuary)
- [Long-Term Care Insurance: Basic Pricing and Rate Increase Concepts](#) (Society of Actuaries Presentation)
- [Own Your Future](#)  
*A federal educational campaign regarding planning for long-term care needs. Maryland residents can receive a state-specific information kit.*
- [Additional Consumer Information](#) about long-term care insurance from the *National Association of Insurance Commissioners*
- [A Shopper's Guide to Long-Term Care Insurance](#) [NAIC-LTC-LP]
- [Consumer Alert - Long-Term Care Insurance Fact Sheet](#) a publication of the *National Association of Insurance Commissioners*

Laws and Regulations

MIA Long-Term Care Workgroup

NAIC Activity on Long-Term Care

NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS  
LONG-TERM CARE INSURANCE EXPERIENCE REPORTING FORM 5  
MARKET SHARE - TOP TEN COMPANIES  
BY ACTUAL EARNED PREMIUMS

**MARYLAND**

Rank	Company Code	Group Code	Company Name	State of Domicile	Lives Inforce End of Year	Earned Premiums	Incurred Claims	Market Share Percentage	Cummulative Market Share
1	70025	4011	Genworth Life Ins Co	DE	31,997	78,460,264	41,413,203	27.28	27.28
2	65838	904	John Hancock Life Ins Co USA	MI	27,288	57,512,255	42,433,441	20.00	47.27
3	20443	218	Continental Cas Co	IL	14,513	21,461,328	29,248,296	7.46	54.73
4	65978	241	Metropolitan Life Ins Co	NY	10,956	17,252,947	7,238,390	6.00	60.73
5	62235	565	Unum Life Ins Co Of Amer	ME	19,895	14,413,540	9,808,466	5.01	65.74
6	68241	304	Prudential Ins Co Of Amer	NJ	7,227	12,000,706	2,384,842	4.17	69.92
7	65935	435	Massachusetts Mut Life Ins Co	MA	3,189	11,307,499	970,642	3.93	73.85
8	87726	241	Metlife Ins Co USA	DE	3,130	8,878,238	17,482,533	3.09	76.93
9	69000	860	Northwestern Long Term Care Ins Co	WI	2,854	7,850,971	(111,210)	2.73	79.66
10	66915	826	New York Life Ins Co	NY	3,382	6,654,249	2,439,987	2.31	81.98
			** STATE TOTAL **		150,186	287,632,582	207,818,521	100.00	100.00

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