



Partnership Packs a Punch

Round Table Discussions

Hosts: Kathy Hamby and Rod Perkins

THE ELEVENTH ANNUAL INTERCOMPANY LONG TERM CARE INSURANCE CONFERENCE

ILTCI



Session Rules



- Each table has a specific topic
- 15 minutes discussion time for the topic
- 10 minutes report out each table
- 10 minutes Q & A



SUBJECT MATTER EXPERTS

STATE REGULATORS

- TOM CARSWELL, GEORGIA
- DAN HONEY, ARKANSAS
- JOHN RINK, NEBRASKA

.....and YOU!

TABLE HOSTS

- BETH LUDDEN, GENWORTH FINANCIAL
- ROD PERKINS, GENWORTH FINANCIAL
- BARBARA ROTHERMEL, PRUDENTIAL



TABLE 1 -- DISCUSSION POINTS

ISSUES FROM THE STATE PERSPECTIVE:

- Practical implementation of a Partnership Program
- Effect on Resources, both money and people
- Coverage Exchanges
- Group – Situs issues, ET effect, different state approaches
- Agent Training
- Certification
- Reporting Processes – receiving and generating



TABLE 2 -- DISCUSSION POINTS

ISSUES FROM THE INSURER PERSPECTIVE:

- Practical implementation of a Partnership Program
- Effect on Resources, both money and people
- Coverage Exchanges
- Group – Situs issues, ET effect, different state approaches
- Agent Training
- Certification
- Reporting Processes – receiving and generating



TABLE 3 -- DISCUSSION POINTS

HHS Reports – Early Results:

- Reported data
- Report results
 - Are sales different than expected?
 - Typical partnership design
 - Increase in sales from Partnership
 - Differences between states
 - Claims activity
 - What does it show?
- HHS view of Partnership after 3 years



Report Outs



- Most Frequent
- Most Difficult
- Most Surprising
- What's Next