



Washington Update: Implications for Long Term Care

Presented at the 11th Annual Intercompany Long Term Care Insurance Conference Atlanta March 8, 2011

THE ELEVENTH ANNUAL INTERCOMPANY LONG TERM CARE INSURANCE CONFERENCE





Speakers

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What We Will Talk About

- The Environment:
 - Congress and The Administration
- Current LTC Initiatives
- Impact of PPACA Enactment





Introductory Remarks

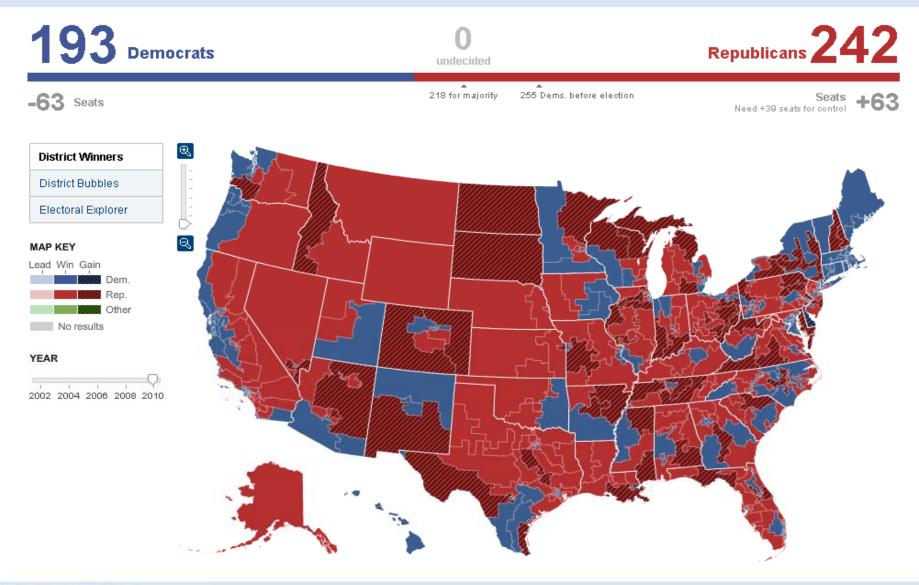
Sam Morgante

Bob Blancato





Election 2010 House Results







112th Congress New

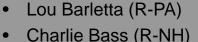
Senate

- John Boozman (R-AR)
- Dan Coats (R-IN)
- John Hoeven (R-ND)
- Ron Johnson (R-WI)
- Mark Kirk (R-IL)
- Pat Toomey (R-PA)

House of Representatives

- Tim Griffin (R-AR)
- Morgan Griffith (R-VA)
- Michael Grimm (R-NY)
- Frank Guinta (R-NH)
- Colleen Hanabusa (D-HI) •
- Richard Hanna (R-NY)
- Andy Harris (R-MD)
- Vicky Hartzler (R-MO)
- Nan Hayworth (R-NY)
- Joe Heck (R-NV)
- Jaime Herrera (R-WA)
- Randy Hultgren(R-IL)
- Robert Hurt (R-VA)
- Bill Johnson (R-OH)
- Mike Kelly (R-PA)
- Tom Marino (R-PA)
- David McKinley (R-WV)
- Pat Meehan (R-PA)
- Mick Mulvaney (R-SC)
- Kristi Noem (R-SD)
- Alan Nunnelee (R-MS)

- Steve Palazzo (R-MS)
- Steve Pearce (R-NM)
- Tom Reed (R-NY)
- Jim Renacci (R-OH)
- Reid Ribble (R-WI)
- Cedric Richmond (D-LA)
- Scott Rigell (R-VA)
- Martha Roby (R-AL)
- Jon Runyan (R-NJ)
- Bobby Schilling (R-IL)
- David Schweikert (R-AZ)
- Austin Scott (R-GA)
- Steve Southerland (R-FL)
- Steve Stivers (R-OH)
- Scott Tipton (R-CO)
- Tim Walberg (R-MI)
- Dan Webster (R-FL)
- Allen West (R-FL)
- Kevin Yoder (R-KS)
- Todd Young (R-IN)



Sandy Adams (R-FL)

- Dan Benishek (R-MI)
- Rick Berg (R-ND)
- Diane Black (R-TN)
- Larry Bucshon (R-IN)
- Quico Canseco (R-TX)
- John Carney (D-DE)
- Steve Chabot (R-OH)
- Chip Cravaack (R-MN)
- Rick Crawford (R-AR)
- Scott Desiarlais (R-TN)
- Sean Duffy (R-WI)
- Steve Fincher (R-TN)
- Mike Fitzpatrick (R-PA)
- Bill Flores (R-TX)
- Cory Gardner (R-CO)
- Bob Gibbs (R-OH)
- Chris Gibson (R-NY)
- Paul Gosar (R-AZ)





PPACA was enacted, now what ?





 Has there been an impact on sales of LTC Insurance?





What's happened with other targeted
Federal initiatives such as tax incentives,
Partnerships, public awareness?





 What is the impact of the current federal budget and deficit discussions on LTC?



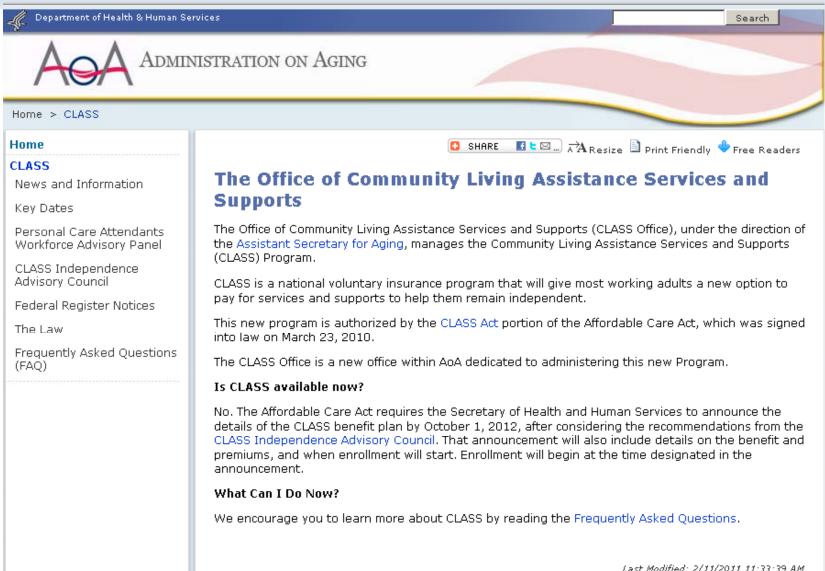


- Key People in the Administration:
 - -- HHS, including AoA





Administration on Aging Website







- Collaboration among advocacy groups:
 - -- Think Tanks
 - -- Providers
 - -- Disability
 - -- Aging





- The 2010 Elections: Old and New players in Congress and their roles:
 - -- The Key House Committees
 - -- Senate Counterparts





 The LTC Insurance Industry: How Does it Advocate? For What?





Other Possible Congressional Initiatives

Increased Consumer Protections?

The Kohl Bill

Federal activity and the NAIC Model





NOW WHAT?

QUESTIONS?





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