



Long Term Care Basics

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What Is Long Term Care?

Services & Supports

To Assist With Activities of Daily Living

- **ADL'S**

- ✓ Bathing
- ✓ Dressing
- ✓ Toileting

- ✓ Eating
- ✓ Continence
- ✓ Transferring

- **Cognitive Impairment**



Types of Care

Home Health
Aide

Adult Day
Care

Assisted
Living

Specialized
Unit

Nursing Home





LTC Costs

Indiana	Monthly	Annual
<i>Home Health (\$35 per hour)</i>	\$6,673	\$80,080
<i>Assisted Living</i>	\$5,013	\$60,150
<i>Nursing Home</i>	\$9,703	\$116,435



Long Term Care Impact

100%

Everyone Will Be Affected

70%

People Turning 65 Today Will Need LTC

50%

More Women than Men WHY???

20%

Will need LTSS Longer Than 5 Years



Long Term Care Payors

Self-Pay or Family

Government

- ✓ Medicare (limited)
- ✓ Medicaid
- ✓ Veterans Affairs

Insurance Policy

- ✓ Stand Alone Policy
- ✓ Hybrid (Combo)
- ✓ LTC Rider



Insurance Policy Elements

**Daily Nursing
Home Benefit
(monthly benefit)**

Benefit Period

Elimination Period

Inflation Factor





LTC Pricing

Premium Factors

- ✓ Gender
- ✓ Age
- ✓ Health History
- ✓ Benefits Selected
- ✓ Insurance Company

Guaranteed Renewable



**No Rate
Increases**



LTC Partnership Policy

- **Government/Insurance Industry Collaboration**
- **Reduce Medicaid LTC Expenditures**
- **Additional Consumer Benefits**
 - ✓ Asset Protection – total and dollar for dollar
 - ✓ No Additional Premium
 - ✓ State Tax Deduction
- **Nationwide Reciprocity with 46 States**



Market Trends

- **LTC Policy Design**

- ❖ Hybrid
- ❖ Shared Cost Option

- **LTC Rate Increase Offsets**

- ❖ Buy Out
- ❖ Benefit Reductions



Legislation

- **LTC Partnership (HEA 1595)**

- ❖ Switch to DRA Partnership Model

- **Medicare Supplement (GAP) Policies**

- ❖ **Birthday Rule** (1/1/2026 HEA 1226) –

- Purchase same plan with another company with
no medical questions within 60 days of
birthday

Legislation

❖ **Med Supp Guaranteed Issue (SEA 215)**

- **1/1/2025 thru 6/30/2025 - Current** Medicare beneficiaries (under 65) disabled or with ESRD

Can purchase any Med Supp plan guaranteed issued at prevailing market premium

- **1/1/2025 – New** to Medicare under age 65

Have 6 months to buy Plan A, B, D at GI at market price or any other plan guaranteed issue up to 2x cost



Resources

Indiana Dept. of Insurance

www.in.gov/idoi

Indiana LTC Partnership

www.in.gov/iltcp

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317-232-2187

Senior Health Assistance Program

800-452-4800