



TRANSAMERICA LONG TERM CARE INSURANCE

TRANSAMERICA LONG TERM CARE DRA PARTNERSHIP OVERVIEW

Transamerica Long Term Care makes it easy for you to meet your mandatory Partnership training requirements. Learn more about:

- **General DRA and Partnership-Qualified Policy Information**
- **Transamerica Long Term Care Partnership Training (Classroom and Online Training)**
- **Submission of Training Requirements**



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GENERAL DRA AND PARTNERSHIP-QUALIFIED POLICY INFORMATION

The Partnership program's nationwide expansion was made possible by the passage of the Deficit Reduction Act of 2005 (DRA). The partnership program couples the purchase of Long Term Care insurance with eligibility for Medicaid coverage for LTC services. With the purchase of a partnership policy, a consumer may become eligible for Medicaid coverage after using the insurance benefits without having to exhaust his or her own assets to qualify for Medicaid.

For example, Bill, a consumer purchases a \$250,000 partnership-qualified Long Term Care insurance policy. After qualifying for benefits, Bill uses his Long Term Care insurance policy and exhausts the benefits. Because Bill purchased a partnership-qualified Long Term Care insurance policy that met DRA requirements, his assets are protected dollar-for-dollar (up to \$250,000) from Medicaid spend-down rules and estate recovery from the state.

Partnership-qualified policyholders are able to shield certain assets both from Medicaid spend-down and estate recovery in the amount of policy benefits received. Partnership-qualified policies may also be eligible for federal tax advantages, and although they may have the same benefits and coverage as traditional LTC plans, they are primarily differentiated by the type of Benefit Increase Option (inflation protection) chosen at the time of purchase.

A Partnership-qualified policy must meet the following requirements.

- A policyholder must be a resident of the state when coverage becomes effective, and
- The policy must meet National Association of Insurance Commissioners (NAIC) model standards adopted by the NAIC in October 2000.

TRANSAMERICA LONG TERM CARE INSURANCE POLICIES ARE CERTIFIED FOR DRA PARTNERSHIP IN THE FOLLOWING STATES:

AL, AZ, AR, CO, GA, IA, ID, KS, KY, LA, MD, ME, MN, MO, MT, NC, ND, NE, NV, NH, NJ, OH, OK,
OR, PA, RI, SC, SD, TN, TX, VA, WI, WV and WY.

Some states have not taken the steps to establish a DRA Partnership policy or may be currently in the process of enacting a partnership program. And other states adopted an earlier partnership program. In the late 1980s the Robert Wood Johnson Foundation (RWJF) supported the development of a new LTC insurance model, with a goal of encouraging more people to purchase LTC coverage. California, Indiana, Connecticut and New York were the original pilot states for Partnership programs and established partnership programs under the Robert Wood Johnson Foundation (RWJF).

Other significant features of the DRA in regard to Partnerships including the following.

- Partnership-qualified policies offer dollar-for-dollar asset protection. (Protection of all financial assets is only available for RWJF partnership states: CA, IN, CT, and NY.)
- Inflation protection must be offered but can be geared to a person's age. Generally, compound annual inflation protection must be provided for those under age 61, but if a purchaser is between the ages of 61 and 76, policies may offer a lesser level of inflation protection. Policies are not required to offer inflation protection for those age 76 and older at date of policy purchase. (The DRA gives states the discretion to set the benefit level as they see fit.)
- Most states have adopted training requirements that require ALL licensed producers take an initial 8-hour NAIC Partnership training course (followed by a 4-hour refresher course every 2 years). Some states have adopted different training requirements. Please check the requirements for your state at the Agent Resource Center (www.taltc.com).



TRANSAMERICA LONG TERM CARE INSURANCE

Transamerica Long Term Care makes Long Term Care insurance partnership training courses available for you so you can easily meet your mandatory Partnership training requirements.

All Long Term Care agents/producers must be properly licensed and be current on all Long Term Care training requirements for all state(s) in which they expect to do business. Agents will be contracted and appointed with Transamerica Long Term Care before being permitted to sell and take any applications under Transamerica Life Insurance Company (TLIC).

For additional information about Medicaid Asset Protection and partnership-qualified policies, a DRA Training Module is available at the Agent Resource Center (www.taltc.com).

TRANSAMERICA LONG TERM CARE PARTNERSHIP TRAINING (WWW.TALTCDDRA.COM)

Transamerica Long Term Care DRA Partnership Resource Center allows you to:

- Review initial and refresher training requirements in your state
- Meet your training requirements by registering for a class or take your required training online

Available Training

8-Hour Initial and 4-Hour Refresher Training Opportunities are available in the following forums:

Classroom Training:

Transamerica Long Term Care offers private classes to large organizations and will send an instructor to your agency for onsite DRA partnership training. For more information or to schedule a class for your organization please email ltcmkt@transamerica.com.

Online Training

Transamerica Long Term Care's online DRA Partnership training is available at www.taltcdra.com.

- The exam has unlimited takes and no time requirements.
- Multiple states include an open book exam.
- Receive your Certificate of Completion the next day.
- A copy of your Certificate of Completion will be automatically forwarded to the Transamerica Long Term Care licensing department.
- You will receive reminders when your refresher training is due.

Submission of Training Requirements

If you take the required training online through the Transamerica Long Term Care DRA Partnership Resource Center a copy of your Certificate of Completion will automatically be sent to Transamerica LTC's Licensing Department.

If you take your training anywhere else you will need to submit a copy of your Certificate of Completion to Transamerica LTC's Licensing using one of the following methods:

E-mail: LTCLicensing@transamerica.com

Fax: 866-630-7496

Administrative Office: P.O. Box 95302, Hurst, TX 76053-5302

Overnight or express Delivery: TRANSAMERICA LIFE INSURANCE COMPANY, 1900 L. Don Dodson Drive, Suite 300, Bedford, TX 76021

You are responsible for submitting your Certificate of Completion to all carriers that you do business with.

To order duplicate certificates of completion

Please email ltcmkt@transamerica.com for information on the classroom CE or to order a duplicate certificate.

