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Editor's Corner

By Robert Eaton

"Ideas, like large rivers, never have just one source."-Willy Ley

There is much at stake in the long-term care (LTC) industry, to put it lightly. For most of you reading this, you are invested in the future of LTC in some form or another: you are an actuary forecasting the expected behavior of a block of LTC insurance policies; you are a claims administrator, ensuring that payments are made in a timely manner; you run a care management organization, coordinating services to those with chronic illness. Others of us have family and friends who use LTC services and support today. And still others of us anticipate needing long-term care services in the future, a cohort which is estimated to only increase with the aging baby boomers. Our collective knowledge is greater than our individual experiences. As always, please continue to share your ideas and research in articles for the LTC Section newsletter.

The recent troubles of the Great Recession, the sustained low interest rate environment, and emerging data in an insurance industry still in its adolescence, have only proven that we LTC workers are made of pretty stern stuff. With diminishing opportunities following market exits and insurance company de-risking, we have taken the stance that risk is opportunity. Look around and you can see those opportunities being explored today.

As you will see on these pages and over the next couple of issues, there are many far-reaching initiatives from groups such as the Bipartisan Policy Center, the Urban Institute, SCAN, Leading Age, and the Long-Term Care Financing Collaborative. These initiatives seek new or innovative ways to fill our society's need to provide long-term care services and support for those who require it. We will be sharing these ideas and others on the pages of *Long-Term Care News* during the course of the year. But we don't want to do this alone.

A MEETING PLACE OF IDEAS

The newsletter has always been a meeting place of the ideas of the SOA's LTC section. While the section works to provide its members with education and research and ideas on LTC, we in turn ask you to contribute your ideas. Your ideas need not be earth-shattering, and their scope doesn't have to be grand. We are interested in your experience as an LTC professional, and in

your thoughts on the issues that matter to you and your role. If you have an idea to contribute to our LTC dialogue—about rate increases, combo market perspectives, claims handling, fraud, etc.—we encourage you to submit an article. As the newsletter editor, it's my role to provide feedback and help you bring your thoughts to print.

If you are ready to share your ideas about long-term care, or if you're hesitant and just want to bounce a couple of things off me, please don't hesitate to write to me at robert.eaton@milliman.com. I'm pleased and excited to serve as the *Long-Term Care News* editor and I'm looking forward to working for you. ■



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