



Article from

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# Editor's Corner

By Robert Eaton

A year of editing Long-Term Care News has been eye-opening for me, and I'm fortunate to be able to continue this role in 2017. I am also very grateful to have Paul Colasanto as my co-editor this year. Paul brings to the team a diversity of background in long-term care (LTC), from a consulting and an insurance carrier perspective. Paul has already made some great contributions in the course of putting together this first issue of 2017.

Over the last year, you—the readers of the Long-Term Care News—have broadened my perspective in a few ways that I'd like share with you:

## DIVERSE READERSHIP

Though this is a Society of Actuaries periodical, your fellow readers are far from just actuaries. LTC professionals from all over the industry have given me feedback and have mentioned that they pick up this newsletter: from sales and marketing, operations, compliance and government relations, claims administration, and more. We will do our best through our article topics and focus to support you all.

## PASSIONATE PROFESSIONALS

LTC within the SOA has been described as a bit of a niche group, and there's some truth to that. Given some of the recent hardships in the private LTC industry some might imagine downtrodden attitudes and exhaustion. What I see in my interactions with you all is completely the opposite. We've found camaraderie and the understanding nods of shared interest in this niche. Many of us have personal stories which draw us to contribute to this industry. Others have worked in LTC from the beginning. At every meeting I attend, I see clusters of LTC folks energetically discussing our trade. Echoing a recent anecdote I heard, you all are *Fired Up! Ready to Go!* Which gives me quite a bit of ...

## FUTURE OPTIMISM

As more and more products are coming to market, and collaborators within the Society of Actuaries and other think tanks and organizations share the fruits of their work, I'm optimistic that the LTC and LTSS industries



have a bright future. There will be stumbling blocks, as companies test the waters and back out again, as regulators weigh the policyholder impact of new product ideas, as customers struggle to perceive value in long-term financing solutions, and as political administrations come and go and change focus. Through all that, there is a need for the services we provide and from what I've observed editing this newsletter in the past year, we are poised to deliver.

Please don't hesitate to reach out to me or any of the LTC Section Council to share ideas for potential article topics—I am happy to take some time to discuss them with you. We have had an extraordinary set of submissions for this edition and I hope you enjoy it as much as I have. ■



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