



Article from

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# Editor's Corner

By Linda Chow

I have dedicated my career to private long-term care (LTC) insurance, providing services to clients since 2007 on a wide array of LTC topics including in-force management issues, new business development, LTC reform proposals and government funded LTC programs. Through these projects, I witnessed the ups and downs and the rapid evolution of the LTC industry. Outside of work, I had hands-on experience with caring for a close family member and handling her LTC coverage. LTC has become more than just a job for me, it's my personal aspiration. I am determined to help carriers with in-force blocks find remediation solutions and be part of the team that makes the future happen.

I want to thank Robert Eaton and Paul Colasanto for giving me the opportunity to co-edit the LTC section newsletter. It's been a fascinating experience reading various articles and learning how many ideas can be part of the LTC solutions of today and tomorrow.

In this newsletter, a wide variety of topics are included, with a common theme that these articles all cover industry hot topics, changes and innovations. There is a synopsis of the sessions held at the 2018 Intercompany Long-Term Care Insurance (ILTCI) Conference held in Las Vegas. This article provides a summary of session topics that cover leading industry practices, what's happening today and what's trending for tomorrow.

There are two articles that provide a deep dive into two actuarial technical subjects, including an analysis of the Texas Department of Insurance's prospective rate increases formula and the emerging predictive analytics techniques.

The industry recognizes the need and demand for new and sustainable LTC solutions and many people have devoted efforts to search for and create these solutions. In this issue, you will find two articles, one provides insight about risk mitigation frameworks for next generation products and the second introduces two new product ideas of the LTC Think Tank.

One of the operational challenges that LTC carriers are facing is to retain dedicated LTC talent. In coming issues of *Long-Term Care News* we will feature articles from authors who are "New to LTC." First up, Wajahat Abdullah from New York Life shared his experience as a new entrant to the LTC family.



Lastly, there are two articles providing an overview of how the two latest macro policy changes, Tax Reform and Immigrations Reform will or may potentially affect the LTC industry and its caregiver communities.

Again, I want to thank all of the writers who have contributed to this edition of the newsletter. Your effort and ideas will help shape the future of the U.S. LTC insurance industry.

Our next submission deadline is at the beginning of September for the December 2018 issue. Please continue to share your great LTC related experience and ideas (work or personal). I look forward to seeing your articles in the next publication. ■



Linda Chow, FSA, MAAA, is a senior manager at Ernst & Young LLP. She can be reached at [linda.chow@ey.com](mailto:linda.chow@ey.com).