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Chair's Corner
by James M. Glickman

Welcome to our third LTCI Section newsletter and my last as Section Chairperson. Our inaugural year has gotten off to a fast start, and with continued enthusiasm from the Section membership, we all should achieve just as much progress in 2001.

For those of you planning to attend the SOA annual meeting in Chicago, we have lined up a full slate of stimulating LTCI sessions. Planning has also started for the 2001 SOA spring meeting in Dallas. Since the spring meeting is heavily attended by those already involved in LTCI, the emphasis at this meeting will be aimed towards more advanced LTCI topics.

Conversely, the 2001 annual meeting next year will place more emphasis on the basic topics, with workshop follow-ups.

The July issue of *Brokers World* magazine published its 2nd Annual Long Term Care Insurance Survey. Thanks to our Section's involvement, the survey incorporated an estimated 97% of the individual LTCI business written in 1999, with fifty companies participating. Based on the feedback received, this survey was extremely valuable to the LTCI industry as a whole. Hopefully, the Section will continue to co-sponsor and improve the survey in future years. A copy of this survey is included with this newsletter.

The First Annual Intercompany Long-Term Care Insurers Conference, scheduled for January 21st to 23rd of 2001 at the Hyatt Regency Miami, is sponsored by the Society of Actuaries and SOA LTCI Section. It will feature thirty-five different sessions centered around five educational tracts: 1) Actuarial; 2) Marketing; 3) Claims; 4) Under-writing; and 5) Compliance/Government Relations. The conference also will feature a significant amount of networking time, together with an exhibit hall where most of

the companies providing services to the LTCI industry are expected to display their wares. The audience is expected to include representatives from virtually all areas of the LTCI industry. This should be the most comprehensive meeting for LTCI insurers ever put together and is likely to become the major annual LTCI insurers' conference.

During 2001, two new initiatives should be completed. First, we are currently working on a survey of Section members to solicit information about what the Section should be emphasizing to serve the members better, and in particular what new activities the Section should get involved with.

Second, we are forming a sub-group to determine how to best design and utilize the technology tools the SOA makes available to us, including the Section website, blast e-mails, bulletin boards, and other communication devices. We are still looking for volunteers to help on this committee. If you are interested (no technical knowledge is necessary, but creativity is highly desired) please contact me or anyone else on the Council to indicate your interest.

I would like to welcome our new Council members Peggy Hauser and Anna Rappaport, as well as congratulate Mike Abroe on being re-elected to the Council. Also, my congratulations to Loida Abraham and Greg Gurlik on their selection as chairperson and vice-chairperson, respectively, for 2001.

Our membership has grown from 200, when the Section was formed last year, to 700 as of September, 2000. Hopefully, during this next year, the Section will continue this growth rate.

As a final note, I encourage all who are interested to participate in Section activities and help determine our future direction and successes.

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