



MASSACHUSETTS ASSOCIATION OF HEALTH UNDERWRITERS

137 Pennsylvania Avenue
Framingham, MA 01701
508.663.0239
info@massahu.org

www.massahu.org

**MassAHU
Board of Directors
2006 - 2007**

August 1, 2006

**Julie A. Jennings
President**

Julianne M. Bowler, Commissioner
Division of Insurance
One South Station
Boston, MA 02110

**Jean Russell
Vice-President/
President Elect
Membership Co-
Chair**

Dear Commissioner Bowler:

**Paul Pietro
Past President**

Thank you again for your time on May 18th, in which members of MassAHU met with Kevin Beagan and yourself to discuss the process for review of long term care insurers' request for rate increases. It is reassuring to know that such requests are scrutinized by independent auditing firms to justify the need for any proposed increase in rates. At the same time, it is disheartening to find that these increases are often inadequate. In Massachusetts we promote, sponsor, and support legislation which is in the best interest of our members and our clients. It is with this background that we would like to take an active role in advocating for the curtailment of what we believe is unreasonable rate increases in long term care insurance.

**Marie Chalmers
Secretary**

**Thomas G. Hamel
Membership
Committee Co-Chair**

**Tobe L. Gerard
LTCi Co-Chair**

While LTC insurance carriers can justify their requested increase in premiums, MassAHU is concerned for the impact on LTCi policyholders, as we know the Division of Insurance is similarly concerned. We believe that Unum's proposed rate increase is extremely detrimental to many policy holders who are now in retirement.

**Ed Jette
LTCi Co-Chair**

We ask the Division of Insurance to continue its vigilance in evaluating these increases and to work with the carriers to protect the consumer as much as possible.

**Chris Delorey
Carrier Relations
Chair**

Through the use of capitated increases, phase-in increases, paid-up policies and return of premium provisions, we can insulate consumers from drastic changes in premium leading to higher cancellations. MassAHU would be happy to provide input to the DOI as to anticipated client reactions and tolerance for requested rate action by any specific carriers and alternatives considered by the DOI.

**Mark R. Gregoire
Media Relations
Chair**

Thank you again for this opportunity to provide this perspective on behalf of our board of directors, LTCi committee members, clients and consumers.

**Pamela A. Reidy
Awards Chair**

Respectfully,

**Curtis Nelson
Federal and State
Legislative Chair**

Julie A. Jennings RHU, LIA, CLTC
President, MassAHU

**William Devany
Education Chair**

**Kevin McGrath
Member-At-Large**