

FEATURES	TRADITIONAL LONG TERM CARE INSURANCE POLICIES (LTC)	INDIANA LONG TERM CARE PARTNERSHIP PROGRAM POLICIES (ILTCIP)
<b>Agent Training</b>	Agents must have (a) a health insurance license; (b) 8 hours of continuing education (C.E.) in LTC to begin selling LTC insurance; (c) 5 additional hours of C.E. in LTC every 2 years.	Agents must meet all of the requirements for selling traditional LTC policies <b>PLUS</b> must complete a one time only 7-hour C.E. course on the ILTCIP before ever selling or talking about these policies.
<b>Asset Protection</b>	These policies do <i>not</i> provide the Medicaid asset protection benefit.	Policies provide permanent asset protection through the <i>State-added</i> benefit known as “Medicaid Asset Protection.”
<b>Benefit Triggers</b>	The <i>company</i> decides which benefit triggers (what has to occur before the policy starts paying benefits) to use and how to define the terms within the triggers.	The <i>State</i> determines which benefit triggers that all participating companies must use and how to define the terms within the triggers.
<b>Daily Benefits</b>	Can buy any amount of daily benefit the insurance company chooses to offer.	Can buy any amount of daily benefit the insurance company offers. A company must offer a minimum daily benefit of \$100/day ( <i>state-determined for 2005</i> ).
<b>Inflation Protection</b>	Inflation protection must be OFFERED.	Inflation protection must be INCLUDED. (Companies are using 5% compounded interest annually.)
<b>Maximum Benefits</b>	<i>Company</i> decides how the maximum benefit will be offered—in days, in dollars, one pool of money for all benefits, or separate maximum benefits for nursing home and home health care. Can buy any amount of maximum benefits the company offers.	<i>State</i> decided that maximum benefit would be one pool of money for all benefits available in the policy. Can buy any amount of maximum benefits the company offers. However, the company must offer the option of purchasing a maximum benefit equal to one year of nursing home coverage.

