



## Outcomes Report Group Long Term Care Program



AICUP's Group Long Term Care Insurance (GLTCi) Program offered through the John Hancock Life Insurance Company continues to be the most robust and cost-effective employee benefit program AICUP offers to the membership.

The GLTCi Program provides a majority of AICUP colleges a "best in the market place" employer based group long term care program. Member employees have enjoyed either "Guaranteed Issue" or "Simplified Underwriting."

**If you are reevaluating your financial plan in the wake of the current economic crisis, we encourage you to consider the benefits of long-term care insurance for your employees.**

A high percentage of employees are eligible regardless of their individual medical history. AffinityLTC, LLC has conducted educational webinars which included testimonials from currently enrolled institutions' HR Directors. They attested to the turnkey nature of this program. Twenty-four (24) AICUP members have already enrolled or are in the process of enrolling. Another ten are considering commitments to enroll during the spring of 2010. And another eleven colleges are reviewing the program and when to best implement this benefit.

### Top Schools in Participation Rates

Allegheny College  
Widener University  
W&J College  
Dickinson College  
Gwynedd-Mercy College  
Chestnut Hill College  
Philadelphia University  
Bucknell University

Employee participation in this program has more than exceeded the average employer market sector for voluntary participation rates of the GLTCI programs (which ranges between 3% - 6%). In one institution, the program yielded 16% voluntary participation rate.

The CorporateChoice program contains many features, among them: return of premium, portability, special underwriting concessions, a personalized website developed for each school, no minimum participation requirements, co-branding

of each institution's logo on all communications and more. This type of program cannot be found on an individual basis.

# AICUP Long Term Care Program—Outcomes Report

## Enrollment Statistics for AICUP Member Institutions Spring 2007—Spring 2009

### Participating AICUP Member Institutions:

- |                          |                                  |
|--------------------------|----------------------------------|
| Allegheny College        | Messiah College                  |
| Alvernia College         | Philadelphia Biblical University |
| Bucknell University      | Philadelphia University          |
| Chatham University       | Rosemont College                 |
| Chestnut Hill University | Susquehanna University           |
| Delaware Valley College  | The Commonwealth Medical School  |
| Dickinson College        | University of Scranton           |
| Elizabethtown College    | Washington & Jefferson College   |
| Gwynedd-Mercy College    | Waynesburg College               |
| Juniata College          | Widener University               |
| Immaculata University    | Wilkes University                |
| Manor College            |                                  |

Institution	Eligible Employees	Total Insureds	Voluntary Participation %	Average Issue Age	*Total Declined	Inflation Election				Nonforfeiture		Total Value of Benefit Pool for all Insureds	**Potential Premium Savings
						CIC	% of Total	GPO	% of Total	Total	% of Total		
Total (20 Institutions)	8,805	844	*8.17%	53	**28	248	29%	596	71%	285	34%	\$149,522,250	***\$157,000

\* Please Note: The 'Participation Rate' of 8.17% is 2X the industry average for voluntary programs (3-5% nationally).

\*\* Please Note: The 'Decline Rate' is .03% on all applicants which is quite significant compared to the retail marketplace that runs close to 30% (this declination number is predominantly family member applicants versus the actively at work eligible employee).

\*\*\* Please Note: 'Potential Premium Savings': was determined by comparing various LTCi Companies 'individual' premium tables versus the AICUP GLTCi Program 'average' premium tables to net an approximated "Potential Premium Savings". While this is a significant number – the true value of this AICUP GLTCi Program is the rich benefit features, underwriting concessions, communications campaign, ease of implementation & availability to reach extended family members across the country (with benefit features & discounts) via a website that is built for every implementation.