

Combination Products

Combo Products Open Kimono

Moderated By:

Beth Ludden
Genworth



16th Annual Intercompany Long Term Care Insurance Conference



- Developing a 7702b Product
- Panelist Introductions

Outside In

- **Scott Kipper – Regulator view**
PCMA - Vice President, State Affairs
- **Jeff Lane – Rating agency view**
AM Best – Managing Senior Financial Analyst
- **Tony Laudato – Reinsurer view**
Hannover Re – Vice President, Marketing Actuary

Inside Out

- **Barbara Grassie – Operations view**
CapGemini – Director, IBAS Solutions & Transition
- **Brad Rokosh – Pricing view**
Ernst & Young – Manager Consulting Actuary

Question/Discussion Topics



Regulator - Scott

Approval process
View of LTC
Rate stability

Rating Agency- Jeff

Impact to ratings
Positives
Negatives

Y

Reinsurer – Tony

Encourage
Growth
Advise

Pricing - Brad

Design preference
Market goal
Key issues

Operations - Barbara

Obstacles/Considerations
Best practices
Critical path