

THE LONG TERM CARE DISCUSSION GROUP

A VOLUNTARY INDEPENDENT GROUP THAT MEETS FOR THE PURPOSE
OF EDUCATING THE POLICY COMMUNITY ON ALL FACETS OF LONG TERM CARE

March 15, 2012
2:30 p.m. Eastern Time

America's Health Insurance Plans (AHIP)
601 Pennsylvania Avenue, NW - 5th floor
Washington, DC 20004

Speaker:
Susan Coronel, Executive Director for Product Policy
America's Health Insurance Plans

Topic:
Who Buys Long-Term Care Insurance?

A recently completed study, *Who Buys Long-Term Care Insurance in 2010 – 2011?*, builds on analysis carried out in 1990, 1995, 2000, and 2005, identifying who buys long-term care insurance, the socio-demographic characteristics of buyers, and their motivations. Please join Susan Coronel for a discussion of the highlights of the current installment of the LTC Insurance buyer survey series – and how LTC insurance purchase decisions have changed over the past 20 years.

Susan Coronel has been with the America's Health Insurance Plans (AHIP) for over fifteen years and is currently Executive Director in its Product Policy Division. Susan staffs AHIP's Long-Term Care Policy Committee that formulates industry public policy positions on long-term care issues. She also conducts and supervises research and analyzes the long-term care insurance market.

Susan is considered one of the leading experts on long-term care insurance market trends in the country. She has written numerous articles and is a frequent speaker at various conferences and media events on elderly health care issues. Susan has appeared on CNN and Bloomberg Financial News, been interviewed on numerous radio stations and quoted in numerous publications, including the Wall Street Journal, Washington Post and Smart Money Magazine.

Please RSVP to Jenifer Allen at Jallen@univitahealth.com
Participation by phone is available for a limited number of callers. To participate by phone, you must RSVP to receive dial-in information.

**Long Term Care Discussion Group Co-Chairs:
Winthrop Cashdollar, John Cutler, Karl Polzer, Jill Randolph, and Eileen J. Tell**

For more information about the Long Term Care Discussion Group, and to access materials and information relating to previous meetings, visit www.ltcdiscussiongroup.org