

SERFF Tracking Number: PNTX-126175308 State: Arkansas
Filing Company: Penn Treaty Network America Insurance State Tracking Number: 42569
Company
Company Tracking Number: LTCAR0007910F01
TOI: LTC06 Long Term Care - Other Sub-TOI: LTC06.000 Long Term Care - Other
Product Name: 09 Rep- 2009 Reports
Project Name/Number: 09 Rep- 2009 Reports/LTCAR0007910F01

Filing at a Glance

Company: Penn Treaty Network America Insurance Company

Product Name: 09 Rep- 2009 Reports SERFF Tr Num: PNTX-126175308 State: Arkansas
TOI: LTC06 Long Term Care - Other SERFF Status: Closed-Filed State Tr Num: 42569
Sub-TOI: LTC06.000 Long Term Care - Other Co Tr Num: LTCAR0007910F01 State Status: Closed
Filing Type: Form Reviewer(s): Marie Bennett
Author: SPI PennTreatyNetwork Disposition Date: 06/17/2009
Date Submitted: 06/03/2009 Disposition Status: Filed
Implementation Date Requested: Implementation Date:
State Filing Description:

General Information

Project Name: 09 Rep- 2009 Reports Status of Filing in Domicile: Pending
Project Number: LTCAR0007910F01 Date Approved in Domicile:
Requested Filing Mode: Informational Domicile Status Comments:
Explanation for Combination/Other: Market Type:
Submission Type: New Submission Group Market Size:
Overall Rate Impact: Group Market Type:
Filing Status Changed: 06/17/2009 Explanation for Other Group Market Type:
State Status Changed: 06/17/2009
Deemer Date: Created By: SPI PennTreatyNetwork
Submitted By: SPI PennTreatyNetwork Corresponding Filing Tracking Number:
Filing Description:
Dear Commissioner:

As required by your Long Term Care insurance regulations, attached you will find a copy of our Long Term Care Lapse and Replacement report. Agent sales data is also included.

If you have any questions or need additional information, please feel free to contact me at 800-222-3469 e. 6150.

Sincerely,

Kevin Carney

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Company and Contact

Filing Contact Information

Kevin Carney, Senior Analyst kcarney@penntreaty.com
 3440 Lehigh St 610-965-2222 [Phone] 6150 [Ext]
 Allentown, PA 18103 484-232-6638 [FAX]

Filing Company Information

Penn Treaty Network America Insurance CoCode: 63282 State of Domicile: Pennsylvania
 Company
 3440 Lehigh St Group Code: 810 Company Type:
 Allentown, PA 18103 Group Name: Penn Treaty State ID Number:
 (610) 965-2222 ext. [Phone] FEIN Number: 23-2603386

Filing Fees

Fee Required? No
 Retaliatory? No
 Fee Explanation:
 Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
Penn Treaty Network America Insurance Company	\$0.00	06/03/2009	

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Marie Bennett	06/17/2009	06/17/2009

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Disposition

Disposition Date: 06/17/2009

Implementation Date:

Status: Filed

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification	Yes	Yes
Supporting Document	Application	Yes	Yes
Supporting Document	Health - Actuarial Justification	Yes	Yes
Supporting Document	Outline of Coverage	Yes	Yes
Supporting Document	Submission Report-PTNA	Yes	Yes

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Supporting Document Schedules

	Item Status:	Status Date:
Bypassed - Item: Flesch Certification		
Bypass Reason: Not required with this filing.		
Comments:		

	Item Status:	Status Date:
Bypassed - Item: Application		
Bypass Reason: Not required with this filing.		
Comments:		

	Item Status:	Status Date:
Bypassed - Item: Health - Actuarial Justification		
Bypass Reason: Not required with this filing.		
Comments:		

	Item Status:	Status Date:
Bypassed - Item: Outline of Coverage		
Bypass Reason: Not required with this filing.		
Comments:		

	Item Status:	Status Date:
Satisfied - Item: Submission Report-PTNA		
Comments: Lapse and Replacement Report		
Attachment: Submission Report-PTNA.PDF		

Long-Term Care Insurance
Replacement and Lapse Reporting Form

State: **ARKANSAS**
 Company Name: **PTNA**
 Company Address: 3440 Lehigh Street
 Allentown, PA 18103
 Contact Person: Kevin Carney

Reporting Year: **2008**
 Due: **Annually June 30th**
 Company NAIC Number: **63282**
 Phone Number: (800) 222-3469 Ext. 6150

Instructions:

The purpose of this form is to report on a statewide basis information regarding long-term care insurance policy replacements and lapses. Specifically, every insurer shall maintain records for each agent on the agent's amount of long-term care insurance replacement sales as a percent of the agent's total annual sales and the amount of lapses of long-term care insurance policies sold by the agent as a percent of the agent's total annual sales. The tables below should be used to report the ten percent (10%) of the insurer's agents with the greatest percentages of replacements and lapses.

Listing of the 10% of agents with the Greatest Percentage of Lapses:

Agent's Name	Number of Policies Sold by this Agent	Number of Policies Lapsed by this Agent	Number of Lapses as % of Number Sold by this Agent
TIMOTHY G CAMPBELL	14	4	28.57%
KEITH J CARTER	1	1	100.00%

Listing of the 10% of agents with the Greatest Percentage of Replacements:

Agent's Name	Number of Policies Sold by this Agent	Number of Policies Replaced by this Agent	Number of Replacements as % of Number Sold by this Agent
TIMOTHY G CAMPBELL	14	5	35.71%

Percentage of Replacement Policies sold to Total Annual Sales: **6.38%**
 Percentage of Replacement Policies sold to Policies Inforce: **1.41%**
 Percentage of Lapsed Policies sold to Total Annual Sales: **22.34%**
 Percentage of Lapsed Policies sold to Policies Inforce: **4.94%**