

XII. MASSACHUSETTS GROUP POLICIES ^{87, 88}

A. Sold Through Other Entities

Of the carriers responding, the following represents the percentage of group policies sold through entities other than employers or labor organizations:

% of Policies	1996 # of Respondents	2001 # of Respondents
N/A	11	4
0	4	0
1-50%	0	2
51-99%	0	0
100%	0	0

Of the carriers responding, the following represents the percentage of group policies sold through entities that receive a commission or other remuneration for selling insurance:

% of Policies	1996 # of Respondents	2001 # of Respondents
N/A	11	2
0	2	0
1-50%	1	2
51-99%	0	1
100%	1	1

B. Guaranteed Renewable Provisions

Of the carriers responding, the following represents the percentage of group policies sold that were guaranteed renewable:

% of Policies	1996 # of Respondents	2001 # of Respondents
N/A	11	0
0	0	0
1-50%	0	0
51-99%	0	0
100%	4	6

⁸⁷ One group carrier provided insufficient information. One group carrier only offer plans through group trusts or associations. Two group carriers only offer plans through employer groups.

⁸⁸ One group carrier that completed the survey no longer markets its group products and does not appear in statistical data after calendar year 1999.

C. Elimination Periods

Of the carriers responding, the following represent the percentage of group policies with elimination periods that do not exceed 100 days:

% of Policies	1996 # of Respondents	2001 # of Respondents
N/A	11	0
0	0	0
1-50%	0	0
51-99%	1	0
100%	3	6

D. Reinstatement Provisions

Of the carriers responding, the following range represents the percentage of group policies with a reinstatement provision:

% of Policies	1996 # of Respondents	2001 # of Respondents
N/A	11	0
0	0	0
1-50%	0	0
51-99%	0	0
100%	4	6

E. Claims Underwriting

Similar to the 1997 report, none of the respondents for the 2002 report indicated that they allow post claims underwriting.

F. Facility Stay Conditions

Similar to the 1997 report, none of the respondents for the 2002 report indicated that they require a hospital stay as a condition precedent to receipt of nursing home or home health care benefits.

G. Exclusions

Similar to the 1997 report, three respondents' policies contain an exclusion for mental or nervous conditions (but still do cover Alzheimer's disease) and four contain an exclusion for alcoholism and or chemical dependency.

H. Cost-Sharing Provisions

Among policies issued in Massachusetts in 2001, carriers reported that the employer/union sponsors and the employees contribute the following toward the premium:

- Four respondents report that the employee pays all of the premium;
- One respondent reports that some policies are structured so that the (1) employer pays all of the premium; or (2) the employee pays all of the premium; or (3) a premium sharing arrangement exists; and
- One respondent reports that on average, across its employer group policies, 40% of the premium is paid by the employer and 60% of the premium is paid by the employee.