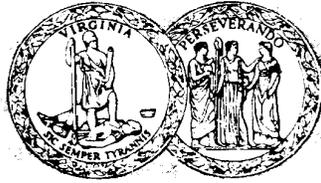


# COMMONWEALTH OF VIRGINIA



STEVEN T. FOSTER  
COMMISSIONER OF INSURANCE

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## STATE CORPORATION COMMISSION BUREAU OF INSURANCE

December 7, 1990

Administrative Letter  
1990-23

TO: All Companies Licensed in Virginia to Provide Life Insurance and Accident and Sickness Insurance, All Licensed Health Services Plans, and All Licensed Health Maintenance Organizations

RE: Long-Term Care Insurance Consumer's Guide

The Virginia State Corporation Commission has adopted the NAIC Shopper's Guide to Long-Term Care Insurance pursuant to §38.2-5207. of the Code of Virginia, as amended. Companies are to discontinue use of "A Consumer's Guide to Long-Term Care Insurance" that was prepared by the Bureau of Insurance and previously adopted by the Virginia State Corporation Commission. Companies are required to provide a copy of the consumer's guide at the time of delivery of a long-term care policy or certificate in Virginia. Consumers must receive this guide as a separate document and it may not be combined with any other information.

The NAIC Long-Term Care Shopper's Guide may be obtained directly from the NAIC by contacting Curtis M. Arnold, Publications and Marketing Manager, NAIC, 120 West Twelfth Street, Suite 1100, Kansas City, MO 64105. The NAIC's current schedule of volume discount prices is attached. The NAIC has also indicated that companies may purchase a custom print run of the Shopper's Guide which incorporates a company's logo and name.

Use of this guide is to be implemented by your company by no later than January 1, 1991.

Sincerely,

Steven T. Foster  
Commissioner of Insurance

/dwr

National  
Association  
of Insurance  
Commissioners

## VOLUME DISCOUNT SCHEDULE

### Long-Term Care Shopper's Guide

1 Copy No Charge

<u>Qty</u>	<u>Price/Copy</u>
2-100 copies	\$ .50
101-500 copies	.45
501-1000 copies	.40
1001-5000 copies	.35
5001-15000 copies	.30
15000+	.25

Customers purchasing guides will be charged freight in addition to the product. Our shipping charges for these guides are as follows:

<u>Qty</u>	<u>Shipping Charge</u>
2-50 copies	\$ 3.00
50-100 copies	5.00
101-500 copies	10.00
501+	UPS Shipping Price

For more information, contact Curtis M. Arnold, Publications and Marketing Manager.