

**Long Term Care Insurance Rate Request Summary
Part 1 – To Be Completed By Company**

Company Name and NAIC Number:

SERFF Tracking Number:

Revised Rates

Average Annual Premium Per Member:

Average Requested Percentage Rate Change Per Member:

Range of Requested Rate Changes:

Number of Virginia Policyholders Affected:

Form Number	Product Name	Issue Dates	Prior Rate Increases – Date and Percentage Approved	Outlook for Future Rate Increases

Attach a narrative to summarize the key information used to develop the rates including the main drivers for the revised rates.

This document is prepared by the carrier to help explain the requested rate change and is only a summary of the company’s request. It is not intended to describe or include all factors or information considered in the review process. For more detailed information, please refer to the complete filing at <https://www.scc.virginia.gov/boi/SERFFInquiry/default.aspx>. (Rev. 06/19)

Berkshire Life Insurance Company of America
Policy Forms: BG01P(06/04)-VA, BG01P(01/09)-VA
Summary of Key Information Used to Determine Rates

The company is requesting the approval of a 22% flat rate increase on current base rates for BG01P(06/04)-VA. Additionally, the company is requesting the approval of a two-year phase-in flat increase of 15% each year on the current base rates for BG01P(01/09)-VA, resulting in a cumulative 32.25% increase.

As part of the in-force management of the business, the company and its reinsurers regularly conduct experience analysis to determine the current best estimate assumptions, and lifetime loss ratios are projected using these assumptions. Recent studies indicate that the mortality and lapse experience have been unfavorable and are expected to remain lower than the pricing assumptions going forward. A rate increase is needed to adjust to this current experience and to maintain a reasonable lifetime loss ratio.