

Long Term Care Associates, Inc.



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"Expect More"

Mission Statement Our clients' interests must always come first. We must provide the highest level of service with integrity. We must communicate with our clients clearly. Our insurers and products must be of superior quality. We must give something back to the communities in which we live. Continuing education is necessary to maintain timeliness of knowledge, regulations and planning techniques. We must not simply work hard: To excel beyond our peers requires us to provide an even higher caliber of service to our clients. Choose LTCA, and Choose a Company... Entering its 5th Decade of marketing long-term care insurance (est. 1974) Whose policyholders have received in excess of \$14,000,000 in tax-free claims benefits. Whose "Executive Team" affiliates rank in the top 1% of all LTCI Specialists nationwide, according to the American Association for LTC Insurance, our industry trade (2012) Whose Officers sit on the Advisory Councils of the top 2 LTC insurers, Genworth & John Hancock Which is endorsed by over 40 Alumni Associations, Fraternal Organizations, and Credit Unions as the exclusive LTCI conduit to their members Which is regarded as one of the industry's most authoritative, trusted voices on the topic of LTCI—quoted in or contributing columns to—Kiplinger's Personal Finance ("Make Sure Your Insurer Pays Up", 5/09) Congressional Research Service ("CLASS Provisions in the PPACA", 5/10) Agent's Sales Journal (Special Issue, "2010 LTCi Selling Guide", 9/10) National

Underwriter (4/10, 11/11) Dedicated to restoring America's social safety net for the neediest through our Corporate Membership in the Center for Long-Term Care Reform; sponsor of such landmark research as the Rhode Island study "Doing LTC Right" (1/10) Whose suite of carriers has each celebrated its Centennial, from the youngest (Mutual of Omaha aged 102, to the oldest, John Hancock aged 150)

Specialization(s): Long Term Care Insurance

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