

What are insurance professionals saying about LTCI Partners, LLC?

...I wish all of our wholesalers were as pleasant and profitable to work with...

‡ **GE Terra Financial Services**

....they have access to the best LTCI products in the industry, their superior service sets them apart from other organizations, their technology allows our producers to stay on top of their cases at all times, and they are truly a wealth of information...

‡ **Product Network , Veravest Financial**

....they have taken the time to introduce LTC and train hundreds of insurance and financial professionals. A class Act!

‡ **Gilbert Haggart, Meeker-Magner Agency**

....For me, it remains my only source for Long Term Care Insurance...

‡ **Frank Patzke, LPL Financial Services**



800-245-8108

www.LTCIPartners.com

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INTRODUCING LTCI PARTNERS, LLC

Long-Term Care

Insurance

Solutions

for the

Financial

Professional

HOW LTCI PARTNERS CAN HELP YOU SELL MORE LTC INSURANCE

LTCI Partners, LLC, is America's leading insurance brokerage firm focused solely on Long-Term Care Insurance.

The organization represents over 30 years in providing answers and solutions to your Long-Term Care Insurance needs.

Our customers include financial planners, life insurance producers, benefit advisors, CPA's, banks and anyone interested in adding LTCI to their product portfolio.

What this means for you is simple: A one-stop resource for LTC Insurance from an organization with a passion for the product and the expertise and volume to stand behind our promises.

You have an opportunity to work with the best. Let our professionals assist you with your next individual or group prospect.



OUR COMMITMENT TO THE PROFESSIONAL

At LTCI Partners, we strive to eliminate those unpleasant experiences that can occur from time to time, when working with a third-party "marketing organization".

Our business practices give you peace of mind.

- ◆ We will make unbiased carrier recommendations with your clients' interest in mind.
- ◆ Our carrier contracts are direct with the company.
- ◆ We pay competitive commissions because of our large production volume.
- ◆ We will release your contract with us upon request, because it is the right thing to do.
- ◆ We won't bombard you with worthless junk faxes and e-mail.

The bottom line... We will give you the professional service you expect.



SERVICE IS OUR STRENGTH



At LTCI Partners, we consider it our responsibility not only to help you submit business, but to personally walk your applications through all stages of the process.

Our attention to detail helps us achieve industry-leading policy placement. As a LTCI Partners' customer you will be able to track the application every step of the way.

On our website, you can view pending case status, appointment and production information in real time.

Because LTCI is all we do, mistakes are minimized and working with our well-trained staff will be a pleasurable experience.

Why waste your time in learning the in's and out's of every carrier and state regulation, only to find out later the form you submitted was out of date? Our tools and systems will ensure the carrier will be the right fit for your clients, with no surprises.

If you need help, call us first. It may be the only phone call you need to make.

ABOUT THE INSURANCE CARRIERS WE REPRESENT

LTC Insurance is a complicated product for a consumer to understand.

At one time considered just a "senior" product, LTC Insurance has evolved into an essential pre-retirement planning tool offered by the world's leading insurers.

LTCI Partners only contracts with top-rated carriers fully committed to this line of business, whose LTCI products are state-of-the-art, and whose names carry clout with consumers.

We recognize your client may not need their LTCI benefits for many years, so the initial carrier selection is critical.

This means we won't offer every carrier on the block...but it also reduces unpleasant experiences for your clients.

Please contact us for a current carrier list.



PREPARING THE PROFESSIONAL FOR THE SALE

Our goal is to educate our customers on the basics of Long-Term Care Insurance.

We sponsor a variety of live training courses to help you get up to speed on LTCI. In some states, we teach the state-sponsored certification program. We also provide:

- ▶ Informative monthly e-mail newsletters.
- ▶ Up to date LTCI-CD's provide all the tools to present and market to your client base.
- ▶ Frequent teleconferences to provide important LTCI information on products and features.
- ▶ Our website, www.ltcipartners.com, brings you the latest LTCI news, sales ideas, immediate proposals, plus access to carrier software and applications.

But best of all, you can pick up the phone to get live, immediate assistance from our staff of LTCI experts.



EMPLOYER AND ASSOCIATION SOLUTIONS

Whether your client is a 45 year old single professional or a 5,000 member association, we can help.

We have years of experience in employer and association LTC Insurance.

We provide all services to insure maximum participation from a group, including:

- ▶ Joint sales calls and assistance in carrier selection.
- ▶ Designing an implementation plan.
- ▶ Conducting client seminars at the employer or meeting place.
- ▶ Providing educational marketing materials, including customized web sites.

We can even provide worksite enrollers who are well versed in LTCI.

Protecting Your Investment
Long Term Care Insurance