

New LTC resource available

National marketing support for long-term care insurance

As you work to provide your prospects and members with a full range of financial solutions, long-term care may become an increasingly important topic of conversation. Modern Woodmen General Agency has teamed up with Newman Long Term Care to provide you with one of the industry's best resources for long-term care insurance marketing.

Effective March 1, 2013, all long-term

care insurance sales and service are now processed by Newman LTC. All prior agent contracts will transfer to Newman LTC. This creates one contact center for long-term care sales and service regardless of the carrier quoted or issuing the protection.

More long-term care insurance carriers are now available:

- Genworth
- John Hancock
- Life Secure
- MedAmerica
- Transamerica

You choose how much support you want

1. Brokerage Channel – This is for representatives who consistently make long-term care insurance a component of their Planning for Life discussions. The Brokerage Channel can help with plan design, underwriting qualifications and finding the best carrier for your prospect or member.

2. Business Alliance Program – With this option, you team up with one of Newman's experts and split commissions. You make a warm introduction to a prospect or member, and the alliance agent does the rest. This is accomplished

by phone or web conferencing. This is a great fit for those who want to limit their time involved, but want to provide expertise and quality solutions for their prospects and members.



Frank A. Osborn
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Agency

Additional agent service provided

- Exclusive online tools – Unlimited access, 24-hour online agent tool kit.
- Coaching and training – Phone and web based for individuals and groups.
- Quick response time – Calls received by 4 p.m. (Central) weekdays are returned the same day.
- Escalation and problem resolution – If errors happen, they receive priority responses to completion.
- Continuing education – A commitment to update representatives on changes within the long-term care industry.

For more information, go to www.mwarep.org and select Modern Woodmen General Agency. You can also view and listen to the March 1 Link webinar with Frank Osborn and Newman Long Term Care.



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About Newman LTC

Newman LTC was founded in 1990 by nationally recognized LTC insurance expert Debra Newman. Today the company is ranked among the top-producing LTCi marketing organizations in America.

LeClair Insurance will continue providing:

- Assurity Life, disability income and voluntary group benefits.
- MetLife, disability income.
- BCBS of Minnesota, health insurance.