

Newman Long Term Care
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FOR IMMEDIATE RELEASE

Newman Long Term Care Adds Two Team Members to Help Solve Nation’s Growing Long-Term Care Needs

Newman Long Term Care, one of the nation’s leading long-term care insurance agencies, recently welcomed two new members to their team. Joanne May has joined Newman Long Term Care as an Internal LTC Wholesaler and Rich Schlueter will be working as a Specialist. Together, May and Schlueter have more than two decades of experience with long-term care insurance.

“As our organization continues to grow, we are proud to fill these key positions with experienced professionals who truly understand long-term care issues,” said Deb Newman, founder of Newman Long Term Care in Richfield, Minn. “Their unique knowledge and expertise will help us solve the long-term care planning needs of a lot more families.”

Joanne May – Internal LTC Wholesaler

May plays an integral role in providing pre-sales support to agents via assistance with plan design, product and carrier knowledge, and much more. She also assists with creating and maintaining agent relationships through Newman’s Brokerage and Business Alliance Programs, which pairs long-term care specialists with established agents and advisors.

Prior to joining Newman Long Term Care, May worked at Swenson Anderson Financial Group, now Advisor Net Financial Group, for 12 years as the primary resource for the financial advisors helping with all their long term care needs.

May graduated from Mankato State University in 1976 with a B.S degree in Elementary Education. She has taught Kindergarten and worked in the Banking world for more than 18 years.

Rich Schlueter – Long Term Care Insurance Specialist

Rich Schlueter knows all too well of the devastating impact long term care issues can have on a family. Rich watched his mother experience great emotional and financial strains as a result of his grandmother living in a nursing home for 15 long years after suffering from a stroke. The effects on the family are still very real, after many years and another generation.

Influenced by his own family experience along with his talents for risk planning and client education, Rich became a Specialist at Newman Long Term Care with the goal of helping people make informed long-term care planning decisions. Having been involved with the integration of long term care planning into the overall financial plans of hundreds of families, Rich recognizes the importance of preparing for the certainty of uncertainty.

Before joining Newman Long Term Care in 2012, Rich spent 14 years with a financial planning firm after graduating with honors in 1990 from Concordia College in Moorhead, Minn. As VP of Insurance Services and Manager of Central Planning Services, Rich supported as many as 15 advisors and 7,000 clients. During these years, he also earned his Chartered Life Underwriter (CLU), Chartered Financial Consultant (ChFC), Fellow, Life Office Management Association (FLMI) and Certified Financial Planner (CFP®) designations.

As a long term care insurance specialist, Rich brings his clients a strong background in financial planning. This experience allows him to see and understand the many different aspects of his clients’ plans and to develop an appropriate long term care strategy for each unique situation.

About Newman Long Term Care

Founded in 1990, Newman Long Term Care has focused exclusively on long-term care insurance for more than two decades. The Minnesota-based firm is a national leader in the industry and currently sells long-term care insurance in all 50 states. For more information about Newman Long Term Care, visit www.NewmanLTC.com.

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