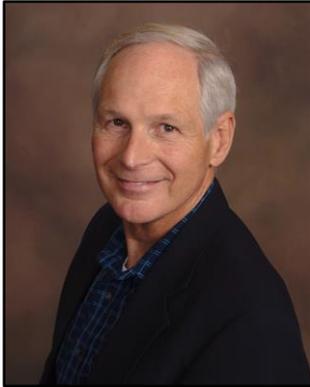




LONG TERM CARE ASSOCIATES

**Home Office:**  
Long Term Care Associates, Inc.  
11900 NE 1<sup>st</sup> St., Suite #300  
Bellevue, WA 98005-3030  
1.800.742.9444



## RICHARD W. WIERMAN, CLTC

### LONG TERM CARE INSURANCE SPECIALIST

For over 20 years, Rich Wierman has been helping clients secure efficient, effective and proven long term care planning solutions. His track record of success has been recognized by the American Association for Long Term Care Insurance (AALTCI), which named him one of the country's Top 50 specialists. He has also earned the CLTC (Certified Long Term Care Consultant) designation.

Based in Clinton, Washington, Mr. Wierman provides personalized strategies to help each client make an informed decision. Clients have access to his broad portfolio of leading carriers including Genworth, Mutual of Omaha, National Guardian and OneAmerica. By applying the right strategies at the right time Mr. Wierman's clients are able to extend their finances, reducing their dependence on others and relieving the burden on their loved ones.

Mr. Wierman has earned the trust of his many clients by asking the right questions, then applying the right tools at the right time. By placing his clients' best interests first, he's earned the endorsement of many large organizations such as the American Society for Clinical Pathology, the Society of American Foresters and over 50 college Alumni Associations.

Mr. Wierman is licensed to practice insurance in 19 jurisdictions and qualified to offer National Partnership and Linked Benefit (Life + LTC) plans as well. He and his wife Maureen, a nursing instructor and consultant, have been married for over 40 years.

#### Contact Info

rich@ltc-associates.com

**Cell** 425.269.4343

**Fax** 425.462.9839

#### Hometown

Clinton, WA

#### Licenses

CO, DC, IL, MD, ME, MI, MS,  
ND, NE, NH, NJ, NM, OH, SC,  
SD, UT, VA, WA, WV

#### Certifications

National Partnership

Certified in Long-Term Care

*For over 20 yrs, CLTC has been the only independent, 3<sup>rd</sup> party designation unaffiliated with an insurer, and is recognized by NAIFA, NAHU and the CFP Board, among others.*

#### About Long Term Care Associates

With roots dating back to 1972, Long Term Care Associates, Inc. has now entered its 5th decade focused exclusively in the LTC insurance marketplace. Headquartered in Bellevue, WA, the company expanded its national footprint in 2003 to become one of the industry's most recognized names.

When LTCA's founders began, the company's mission was to ease the financial and emotional burden that a catastrophic care event could place on families. We're proud that the claim payments received by our policyholders are now measured in the tens of millions of dollars. Leading the country by serving over 5 million members of sponsoring organizations, our commitment and passion for this business remain as strong as ever.

**Learn more at** [www.ltc-associates.com](http://www.ltc-associates.com) or call 1.800.742.9444



LONG TERM CARE ASSOCIATES

Long Term Care Associates, Inc.  
“Expect More”

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## 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...

- ✓ Celebrating **50 years** marketing long-term care solutions (est. 1972)
- ✓ Whose policyholders have received in **excess of \$26,000,000** in tax-free benefits.<sup>1</sup>
- ✓ Responsible for “**The Advisor’s Guide to Long-Term Care Insurance**” (2nd Ed.), the reference upon which financial planners depend.
- ✓ Whose “Elite Performers” have **ranked in the top 1%** of all LTC insurance specialists nationwide.<sup>2</sup>
- ✓ Whose expertise has been sought by **state insurance departments** coast to coast.<sup>3</sup>
- ✓ Endorsed by **over 40** Alumni Associations, Fraternal Organizations, and Credit Unions as the **exclusive** LTC insurance conduit to their members.
- ✓ Regarded as one of the industry’s most authoritative, **trusted voices** on the topic of LTC insurance—quoted in or contributing content to nearly **75 publications**.
- ✓ Dedicated to restoring America’s social safety net through our corporate sponsorship of the **Center for Long-Term Care Reform**.
- ✓ Whose featured insurers can trace their history to the **1880s**.

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<sup>1</sup> Data current through 2022

<sup>2</sup> American Association for LTC Insurance

<sup>3</sup> Drafting agent training requirements (WA), revising Partnership Plan design (NY)