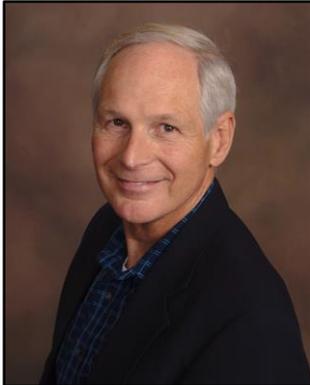




LONG TERM CARE ASSOCIATES

Home Office:
Long Term Care Associates, Inc.
11900 NE 1st St. Suite #115
Bellevue, WA 98005-3030
1.800.742.9444



RICHARD W. WIERMAN, CLTC

LONG TERM CARE INSURANCE SPECIALIST

For over 17 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 Monrovia, Maryland, 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 nearly 20 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

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Office 301.798.8052
Fax 425.462.9839

Hometown

Monrovia, MD

Licenses

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

Certifications

National Partnership
Certified in Long-Term Care
(CLTC)

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 or call 1.800.742.9444



LONG TERM CARE ASSOCIATES

Long Term Care Associates, Inc.
“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 solutions.
- ✓ Whose policyholders have received in **excess of \$20,000,000** in tax-free benefits.¹
- ✓ Who authored “**The Advisor’s Guide to Long-Term Care Insurance**” (*2nd Ed.*), the reference upon which financial planners depend.
- ✓ Whose “Elite Performers” **rank in the top 1%** of all LTC insurance specialists nationwide.²
- ✓ Invited by **state insurance departments** to share its expertise.³
- ✓ 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 **over 60 publications**.
- ✓ Dedicated to restoring America’s social safety net through our corporate sponsorship of the **Center for Long-Term Care Reform**.
- ✓ Whose carriers have each celebrated their **centennial**, from our youngest at age 108 (Mutual of Omaha) to our oldest at age 146 (Genworth).⁴
- ✓ Whose consumer-facing website and blog are each **award-winning**.
- ✓ Named an “**Elite Distribution Partner**” by two of the leading LTC insurance carriers.

¹ Data current through 2015

² American Association for LTC Insurance, 2012

³ Drafting agent training requirements (WA) and revising Partnership Plan design (NY)

⁴ By contrast, Medicare and Medicaid are just 52-years old (2017)