



Home Office:
Long Term Care Associates, Inc.
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LARRY SELIX

LONG TERM CARE INSURANCE SPECIALIST

Larry's career of helping clients plan for long term care spans over 20 years, including honors from several of the industry's most prominent insurance carriers. By 2005 his experience had served to win him an invitation to join the team of specialists with LTCA. Most recently in 2009 he was honored by the American Association for Long Term Care Insurance among Washington's **Top 10** LTCi specialists, an honor he repeated in **2012**.

Based out of Longview, WA, Mr. Selix believes each client should make an informed decision when it comes to planning his or her future, and should have access to a broad **portfolio of top-rated carriers**. His experience has taught him that each client's circumstances are unique and can benefit from professional guidance to help them make the "**Best Choice**".

Thousands of clients have relied upon his guidance over the years, as well as his peers in the financial services industry. Many large organizations such as the *American Society for Clinical Pathology* and *iQ Credit Union* endorse and rely upon Long Term Care Associates to advise their members when it comes to their long-term care planning needs.

Mr. Selix is licensed to solicit insurance in multiple states and is qualified to offer **National Partnership** plans as well. He is married to his wife of 40 years, Barbara, an elementary school teacher.

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 in 2003 to include an Eastern regional office in Tennessee.

When LTCA's founders began, the company's mission was to ease the financial and emotional burden that a catastrophic care event could have 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 contact Larry at 360.577.1016

Contact Info:

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Address:

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Kelso, WA 98626

Licenses:

AL, AR, CA, DE, FL, IA, IN, MI,
NE, OR, PA, UT, WA, WI, WV, WY

Certifications:

National Partnership Compliant



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 insurance (est. 1972)
- ✓ Whose policyholders have received in **excess of \$20,000,000** in tax-free claims benefits¹
- ✓ Which houses “**The Advisor’s Guide to Long-Term Care Insurance**” (2nd Ed., National Underwriter), the foremost reference on the topic for financial planners
- ✓ Whose “Executive Team” affiliates **rank in the top 1%** of all LTCI Specialists nationwide, according to the American Association for LTC Insurance, our industry trade group (2012)
- ✓ Whose Officers sit on the **Advisory Councils** of the top 2 LTC insurers, **Genworth & John Hancock**
- ✓ Which is **endorsed by over 40** Alumni Associations, Fraternal Organizations, and Credit Unions as the **exclusive** LTCI conduit to their members
- ✓ Which is regarded as one of the industry’s **most authoritative, trusted voices** on the topic of LTCI—quoted in or contributing columns to—

Kiplinger’s Personal Finance (“Make Sure Your Insurer Pays Up”, 5/09)

Congressional Research Service (“CLASS Provisions in the PPACA”, 5/10)

Agent’s Sales Journal (Special Issue, “2010 LTCi Selling Guide”, 9/10)

National Underwriter (4/10, 11/11)

ProducersWEB, earning the coveted designation “*LTCI Expert*” from the Editors

- ✓ Dedicated to restoring America’s social safety net for the neediest through our Corporate Membership in the **Center for Long-Term Care Reform**; sponsor of such landmark research as the Rhode Island study “**Doing LTC Right**” (1/10)
- ✓ Whose suite of carriers has each celebrated its **Centennial**, from the youngest (Mutual of Omaha aged 105, to the oldest, John Hancock aged 153).²

¹ Data current through 2015.

² By contrast, the Government-funded programs Medicare and Medicaid are only 50 yrs old.