



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



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 experts at LTCA. A few years later, in 2009, he was honored by the American Association for Long Term Care Insurance as one of Washington State's Top 10 long term care insurance specialists, an honor he repeated in 2012.

Mr. Selix believes each client should make an informed decision when it comes to planning their 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 Anheuser-Busch Employees' Credit Union endorse and rely upon LTCA to advise their members when it comes to their LTC planning needs.

Mr. Selix is licensed to solicit insurance in more than a dozen states and is qualified to offer National Partnership plans as well. He and his wife Barbara, an elementary schoolteacher, have celebrated over 40 years together.

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 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

larry@ltc-associates.com

Office 360.577.1016

Fax 360.577.0239

Hometown

Kelso, WA

Licenses

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

Certifications

National Partnership



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)