



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



CARL KISSINGER

LONG TERM CARE INSURANCE SPECIALIST

Carl's introduction to the world of long-term care began when he was very young, witnessing his own mother care firsthand for both her sister and her parents. This impression left an indelible mark: Carl understands and appreciates the consequences of caregiving.

Launching his formal training over 17 years ago out west with Amex (now known as Genworth), Mr. Kissinger took home *Rookie of the Year* honors. His distinguished career with the insurer culminated at the top tier *Master Agent* before departing for the world of independent distribution, where he caught the eye of LTCA.

LTCA's "Best Choice" model appealed to Mr. Kissinger, since he's found over the years that most of his clients prefer to access a wide variety of leading carriers when researching their options. From this palette Carl is able to recommend personalized solutions to serve as broad a spectrum of needs as possible.

When not assisting clients, Carl enjoys raising a teenage daughter, as well as cooking and exercising. His love of travel has taken him to many of the world's French-speaking countries, but he'd love to visit more.

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 Carl at 972.677.7589

Contact Info:

Email:

ckissinger@ltc-associates.com

Office: 972.677.7589

Cell: 214.952.9478

Address:

101 S. Coit Rd., #36-243
Richardson, TX 75080

Licenses:

KS, LA, OK, TX

Certifications:

DRA 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 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.