



LONG TERM CARE ASSOCIATES

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Long Term Care Associates, Inc.
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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 General Electric (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 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 Carl at 972.677.7589

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Hometown

Richardson, TX

Licenses:

KS, LA, OK, TX, UT, WV

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 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)