



LONG TERM CARE ASSOCIATES

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Long Term Care Associates, Inc.
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PATRICK W. HESCH

LONG TERM CARE INSURANCE SPECIALIST

Patrick's insurance career began over 20-years ago with Genworth Life (then known as GE Capital) as a specialist in long-term care insurance plan design. By skillfully coordinating his recommendations around Medicare's limited benefits, he has been able to propose economic and affordable solutions for his clients.

It wasn't long before his superiors recognized Patrick's talent, promoting him through the ranks to District Manager, responsible for training new hires. With a little more experience under his belt, Pat was awarded coveted "Top of the Table" honors from industry heavyweight Mutual of Omaha.

Patrick is not known for doing things "halfway," whether serving as Treasurer and Vice President of Fundraising for the American Cancer Society, or as Senior Warden of his church. This type of dedication and commitment extends to his applicants, policyholders and claimants.

When not consulting with families, Pat enjoys relaxing on the golf course or tennis court, and playing both guitar and piano. He and his wife of over 30-years, Jane, are proud parents of two adult children, and grandparents of three little ones.

Contact Info

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Hometown
Warren, PA

Licenses
NH, PA

Member

American Association for Long-Term
Care Insurance (AALTCI)
Chamber of Commerce (Warren, PA)
Trinity Memorial Church (Sr. Warden)
West View Cemetery (Past President)

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 benefits received by our policyholders are today 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 Pat at 814.230.9149



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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)