



LONG TERM CARE ASSOCIATES

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Long Term Care Associates, Inc.
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RAYMOND MITCHELL

LONG TERM CARE INSURANCE SPECIALIST

Ray's passion for long term care ignited during the three year period he spent caring for both of his parents. Spending several days each week either directly providing or overseeing their care, Ray experienced firsthand the debilitating ways in which stress is visited upon families.

Having spent several years in the health insurance field, Mr. Mitchell was well-prepared to make the transition into long term care, apprenticing at one of the nation's leading LTC carriers. Ever ambitious, Ray is also an entrepreneur who's founded and run a successful consultancy for over two decades.

Among the life lessons he has adopted in his practice, Ray believes in providing value to his clients as a "river"—not static and rehearsed, but fluid and responsive. His own experiences have led Ray to help others, building a career out of finding solutions to complex client challenges, while deepening professional relationships to achieve a successful outcome.

When he's not assisting other families, Ray enjoys spending time with his own, including his wife of over 30 years, Terri, and their four adult daughters.

[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 Ray at 206.353.1606

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Hometown

Normandy Park, WA

Licenses

WA

Certifications

National Partnership



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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)