

**Home Office:**

Long Term Care Associates, Inc.
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SARAH H. BOYD

LONG TERM CARE INSURANCE SPECIALIST

Sarah began her insurance career over fifteen years ago at a brokerage called Long Term Preferred Care (LTPC), at the time one of the country's largest and most influential purveyors of long-term care insurance. That experience led her to CUNA Mutual, long a household name in the credit union market. There she guided members through an assessment of their extended care risk, and recommended the best plan to meet their needs.

As her experience grew, Sarah rapidly rose to the top of her field. Not only a trusted advisor to her clients, but also a leading long-term care producer, Sarah earned the "President's Council" distinction multiple times, catapulting her into the ranks of the leading long-term care specialists in the country.

Sarah originally studied business, holding an MBA from Babson College in Wellesley, MA, and devoted twenty years to marketing communications, management, and sales for technology and business firms. Her entrepreneurial spirit informs her client consultations, leading to a deep appreciation for the value of a family's "nest egg."

When not at work, Sarah enjoys fitness, vegetable and perennial gardening, hiking in local parks, cooking, and spending time with her husband of over 30 years and their two sons.

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 Sarah at 571.236.0420



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)