



LONG TERM CARE ASSOCIATES

Home Office:

Long Term Care Associates, Inc.
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STANA B. MARTIN, PhD

LONG TERM CARE INSURANCE SPECIALIST

In just under ten years, Dr. Stana Martin has vaulted to the top of the list of leading long-term care insurance producers in the American Midwest. With our nation barreling toward an “eldercare tsunami,” Dr. Martin’s clients are receptive to a philosophy which removes fear and uncertainty, while promoting predictability and control.

Stana’s family-centric point of view is borne of a decade’s worth of work with claims at a healthcare clinic, followed by a successful venture into the burgeoning field of LTC claims advocacy (as “Mrs. LTC”). Few of her peers are able to bring this level of context to their client consultations.

Stana obtained her PhD (Univ TX-Austin) in Communications, which springboarded her into teaching positions at universities in MI, MO and TX. From Dr. Martin, students learned interpersonal skills, sales, broadcasting, media law and public speaking. No matter where Stana’s ambitious curiosity has led her through the years—business coach, motivational speaker, sales trainer—she has “the heart of an educator,” say her clients, and it pervades her every encounter.

In her downtime, Stana can be found jamming with other bluegrass musicians, or bicycling the back country for days at a time. She enjoys the company of her two grown children, and walking her two “rowdy” dogs.

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 Stana at 816.222.4551.

Contact Info

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Hometown

Independence, MO

Licenses

CO, IA, IL, KS, KY, MA, MO,
NE, OK, TN, VA

Achievements

#1 Ranked Agent (MO 2010-16)

Top 100 Ranked (USA 2010-12)

Source: AALTCI

Certifications

DRA Partnership

NAIC Annuity Suitability

Cont. Legal Ed Provider



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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)