



## Top 10 Reasons to Choose Crump for Your Long Term Care Business



- 1 Long term care/linked benefits are our specialty**  
With nearly two decades of long term care insurance experience, we are able to help you recommend a suitable plan for your clients at a competitive premium.
- 2 Dedicated long term care/linked benefit team**  
Our devoted team of wholesalers, sales support teammates, and case managers are available to support you with your long term care insurance sales. From product selection guidance and case discussion on complex cases, to pre-sale support and application processing, the Crump Long Term Care Solution Center can help you grow your business.
- 3 Strong carrier relationships**  
Our dedicated and long-standing relationships with our carriers provide outstanding service and exceptional support for you and your clients. Carriers include Forethought, LifeSecure, Lincoln Financial, MassMutual, Mutual of Omaha, National Guardian Life, Nationwide, OneAmerica, Securian, and Thrivent.
- 4 Diverse products to meet your clients' needs**  
We offer a range of options that can provide consumers coverage for their long term care needs. Products include traditional long term care insurance, hybrid life insurance with long term care insurance, hybrid annuity with long term care insurance, and life insurance with long term care insurance rider.
- 5 Underwriting experience**  
Our extensive experience with life underwriting gives you an advantage when matching your clients' individual health issues with suitable carriers.
- 6 The right marketing tools**  
From comprehensive carrier and product summaries, to training and marketing materials, we provide the resources you need to successfully sell long term care insurance, along with the compliance controls and regulatory support help to make sure you do it right!
- 7 Extensive online resources**  
Our web site provides carrier software and form downloads, online illustration and material requests, as well as additional marketing support. Our focus is on expanding our technology offerings, allowing you to take advantage of all the digital options available.
- 8 Education and training opportunities**  
We offer webinars, podcasts, articles, and more to help bring you carrier and product offerings and updates, sought-after sales knowledge, and compliance and regulatory process updates. We keep you informed with regular emails, social media, and more.
- 9 Streamline your insurance case processing**  
Our Transaction Center is designed to accelerate your insurance business processing—giving you more time to sell. It includes a growing number of electronic solutions including drop ticket, eApps, upload, contracting, and more.
- 10 Employer/association marketplace**  
Teammates are available to help you provide potential solutions for your employer group or association clients.

**Contact your Crump sales representative for more about why we're the palce to put your LTC business.**

