



10 Reasons Why We're the Place to Put Your LTC Business

As one of the largest brokerage agencies, Crump offers some of the most comprehensive sales, marketing, and medical underwriting support available in the industry today.

- 1 Long Term Care Insurance is 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 Insurance 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**

We work with carriers on your clients' behalf. 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, Pacific Life, Securian, Thrivent, and Transamerica.
- 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 health underwriting provides an advantage when aligning your clients' individual health issues with a suitable carrier.
- 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 and seminars on current and new products and desired sales knowledge, as well as keep you up-to-date on compliance and regulatory processes.
- 9 Streamline Your Insurance Business 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 Long Term Care Solution Center sales team at 800.678.4582, option 3, option 3**, for more about why we're the place to put your long term care business.



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