

Nation's Top Long-Term Care Insurance Producers Announced

40% of the Awards Go to Partners of One Organization: LTC Financial Partners LLC, a Fast-Growing Agent-Owned Brokerage

KIRKLAND, WA (SEND2PRESS NEWSWIRE) – Long-Term Care Sales Strategies magazine has awarded the 2005 National LTCi Sales Achievement Award to 60 Partners of LTC Financial Partners LLC. The honor recognizes the nation's leading long-term care insurance specialists and was presented at the recent National LTCi Producers Summit, the annual industry conference, held in Kansas City, MO.



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The 60 accounted for 40% of all those honored, 150, from all agencies in the industry. "There are over 25,000 insurance agents and brokers nationwide who specialize in long-term care protection," says Jesse Slome, editor-in-chief of Sales Strategies magazine, the long-term care insurance industry's professional trade publication. "To be recognized as one of the top 150 is truly an indication of the individual's professionalism, accomplishment and dedicated commitment to serving consumers in their community."

**(Photo Caption: Cameron Truesdell, CEO of LTC Financial Partners LLC.)*

LTC Financial Partners won a large share of the awards because, "We put the customer first, and we really know our business," says Cameron Truesdell, CEO. "Long-term care insurance is all we do. Also, we focus on education and service, not selling." In addition, the brokerage attracts top agents by

offering them ownership shares, an industry first. Starting with two agents in 2003, LTC Financial Partners has grown to over 130 and adds new people monthly. "We have the most experienced, passionate and successful team ever assembled, and we've only just started."

As 77 million baby boomers approach retirement, the demand for long-term care insurance is likely to mushroom. "We're here to help millions of Americans find the right protection," says Truesdell. "With hundreds of top agents, we still won't be able to handle the volume."

Of the 60 Partners receiving awards, two were named among the top 10 performers: Shelly Kapfhammer and Todd Grove. Jonas Roeser, Director of Marketing, won a Marketing Excellence Award; his organization was the only independent brokerage so honored, sharing kudos with MetLife, MedAmerica and other major insurance carriers.

LTC Financial Partners is America's only national, agent-owned brokerage offering policies from multiple carriers, including MedAmerica, MetLife, John Hancock, Physicians Mutual, Prudential, Allianz, UnumProvident, and Penn Treaty. More information and a free guidebook may be requested at www.eranova.com/LTCFP/contact.htm.

The 60 Partners honored are (in alphabetical order):

Shela Anmuth – PA
Bill Bargfrede – CA
Allan Boorshtein – NY
Steve Brefere – NY
Kevin Bressler – PA
Ronald Brie – NY
Bob Choate – NM
Debi Christensen – NJ
Rob Cohen – PA
Patti Crawford – OK
Christine Crowley – CO
John Cullen – OH
Gene Cutler – NY
Bob Dennis – NY
Fred Ellis – AR
Pam Felker – NM
Steve Foss – CT
Lee Francia – CA
Angela Franklin – CO
Pattianne Gibson – OH

Penny Gilbert – VA
Larry Golfin – CT
Denise Gott – OH
Mike Greer – MO
Todd Grove – ME
Carol Guilbault – WA
Barbara Hanson – CA
Richard Herman – MA
Gary Hurt – ID
Shelly Kapfhammer – CA
Virginia Lee Kintz – NY
Richard Landau – NJ
Susan Lenihan – NY
Richard Levine – CT
David Margraf – OH
Kirt McClain – TX
Carol McClain – TX
Gary Melnikoff – NJ
Ken Merritt – AR
Steve Meyers – FL
Patricia Miller – CA
Bob Miller – WA
David Pahl – FL
James Perry – CA
Steve Peskin – CA
BJ Randolph – TX
Andy Rosenbloom – CA
Roseanne Schaeffer – PA
Philip Shields – WA
Howard Snyder – PA
Elizabeth Stein – VA
Paula Taylor – CA
Jeanne Thomas – NY
Jim Valentine – CA
Sue Varenchik-Martz – CA
Pat Velander – VA
Christy Wailes – CO

Korte Wamsley – UT
Tod Warner – VT
Merrill Wolfe – AZ

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