

# 48 Long-Term Care Insurance Agents Make 'Partner' in LTC Financial Partners; That Helps Explain Company's Rapid Growth

KIRKLAND, Wash., Feb. 7 (SEND2PRESS NEWSWIRE) – For three years in a row (2008, 2009, and 2010), LTC Financial Partners LLC (LTCFP) has been selected by Inc. Magazine as one of the nation's 5,000 fastest-growing companies. And among large national agencies specializing in LTC insurance sales, none is growing faster than LTCFP. What accounts for this?

"One key is ownership," says Cameron Truesdell, CEO. "Agents who do well are made Partner, which brings them shares in the organization." That means not just status, but the potential for dividends.

"It's a whole new thing in our industry. Dividends are an income stream over and above commissions and renewal income." This year per-share dividend payments will double those in 2010; and one agent will get a dividend check for more than \$70,000. "Not bad as extra spending money," says Truesdell.

At the company's annual meeting in January, 48 LTCFP agents were elevated to Partner status, bringing the total number of producer-Partners to 155. "We expect to see a lot more new Partners in 2012, at our next meeting," says Truesdell. "Our people are really motivated and coming on strong." LTCFP has more than 500 agents in all.

## **The agents who made Partner this year are:**

Almeida, Donald  
Ayala, Fontaine  
Born, Merle  
Boyer, Helen  
Brukwicki, Laura  
Coleman, John  
Crockford, Heidi  
Deatherage, Carie  
DeLucia, Carol  
Dower, Nancy  
Eisberg, Keith  
Erenstein, Ellen  
Fisher, Trisha  
Francisco, Eileen  
Gould, David  
Guinan, John  
Hicks, Linda  
Katz, Richard  
Kerner, Larry  
Lauman, Kurt

Machado, Michael  
Magus, Marcia  
Malow-Williams, Stacey  
Markowitz, Mike  
Martin, Renee  
McCargar, Dale  
Michalowski, Veronica  
Mulgrew, Michael  
Murphy, Michael  
Neuwirth, Larry  
O'Grady, Mike  
Payne, Allison  
Petry, Petra  
Phillips, Gordon  
Picton, Teri  
Plunkett, Lucia  
Polizos, George  
Ragborg, Jennifer  
Rothseid, Rick  
Runnels, Aimee  
Schuller, David  
Smith, Lucille  
Sotirion, William  
Tate, Janine  
Varner, Tom  
Washburn, Janet  
Wik, Leonard  
Zuchowski, Michael

LTCFP is currently seeking 450 new agents. More information is available at <http://web.ltcfp.com/ltcfp/careercenter.aspx> .

– RSS news feed for LTCFP:

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