

The background is a collage of four quadrants. The top-left quadrant shows a stack of papers with a purple tint. The top-right quadrant shows a clock face with a pink and purple tint. The bottom-left quadrant shows a stack of papers with a green tint. The bottom-right quadrant shows a clock face with a yellow and orange tint.

Where Technology Means LTCi Business

James Dove
President
LTC Connection



LTC Connection is a leading developer of web-based sales and consumer communication tools for the long-term care insurance industry.



About LTC Connection

- Founded in 1999
- Product Portfolio
 - My LTC Website™
 - My LTC GA™
 - My LTC Office™
 - LTCi Digest
 - My CLTC Assistant™
- Main office- Colorado
 - Dedicated Customer Care Division in Rapid City, South Dakota

Running a small business

More than being a LTC producer, have to manage it like a business, to do so you need prospects.

- Do what big business do, Out source all parts of business that do not generate income or are taking time away for your core business “Selling”



Time

- **Is the single greatest asset you have and the only part of your business you can not change.**

**Example: Need More Money
make more sales :
Need More Staff
Hire more People
Need more time ?**



Budgeting

- Most producers budget money what we have seen is that time is another issue to budget that is far more valuable and less understood.

Our Solutions focus on those pillars of business. Time and money



LTC Connection Solutions

- Web Based- access any where, any time,
- No software to add
- No hardware to purchase
- No IT person to hire





Managing your LTC Business brings an endless stream of appointments, tasks, and deliverables.




My LTC Office™ makes it easy for your entire work load to stay on schedule and organized, making everyone in your business more productive!



My LTC Office is a complete office solution

- CRM- Customer Relationship Management Solution
- Calendar
- Task Manager
- Document Library
- Underwriting
- Quotes
- Policy Comparisons
- Financial Calculators
- Forms
- Industry Information
- News





Long Term is not my primary focus, what is a tool for me?

- **Challenge : Long term care is not my primary focus in my practice how do I get the information I need but not the entire package?**
- **Solution: My CLTC Assistant is for producers that long term care is not their primary focus but they need the tools of underwriting, comparisons, and news**



LTC Connection Solutions

- Challenge: producers having a web presence for prospects to learn a little more about long term care build creditability when your not in front of them.
- Solution : My LTC Website –a 60 plus page site that is developed, hosted, and updated by LTC Connection.



LTC Connection Solution

- Challenge: Producers trying to stay current with the events in the industry this takes too much time and effort
- Solution : LTCi Digest a bi monthly electronic news letter to keep you informed with what is going on in the industry

Customer Support

- Available via telephone, instant chat, or email
- Complimentary



LTC Connection

“Where Technology Means LTCi Business”



myltcOffice™

The logo features the text 'myltcOffice' in a sans-serif font, with a trademark symbol. To the right is a circular icon composed of overlapping blue and green segments.



myltcWebsite™

The logo features the text 'myltcWebsite' in a sans-serif font, with a trademark symbol. To the right is a small icon of a computer monitor.



my **CLTC** Assistant™

questions answered...
families protected

The logo features the text 'my CLTC Assistant' with 'CLTC' in a stylized banner. Below it is the tagline 'questions answered... families protected'. To the right is an icon of a pen nib.



LTCi-Digest

The logo features the text 'LTCi-Digest' in a sans-serif font. To the left is a small icon of a document with a pencil.