



# Life Can Change In a Second

Are You Prepared to Help Your Clients Plan for a Long-Term Care Event?



*On behalf of*  
**SCOTT HEINILA, RICP®, CLTC®**  
Regional Director

FPA<sup>®</sup> OF ORANGE COUNTY  
FINANCIAL PLANNING ASSOCIATION

**LIMITED TIME  
OFFER FOR  
FPA MEMBERS!**

Gain Access to eCLTC and Earn Your CLTC®  
Designation for a Fraction of the Cost!

~~Regular Tuition Price: \$1,165~~

Discount Tuition Price for FPA Members with  
promo code **PCNFPA20**: \$800

Receive a \$400 reimbursement credit upon meeting  
the following two requirements:

- Course Completion by May 30, 2020
- Issue at least one Asset-Based Long-Term Care case with Producers Choice Network by December 31, 2020

The requesting Financial Professional must be licensed to sell insurance\* in order to qualify.

Certification for Long-Term Care



Learn how to engage clients in a discussion about long-term care that completely eliminates debilitating objections by delivering a plan to protect the client's family from the emotional, physical and financial consequences of providing long-term care.

Gain access to selling scenarios and case studies that give you the tools you need to immediately increase production!

eCLTC On-Demand Online Course Includes:

- 22 CLTC Instructor-Led Videos
- Engaging Presentations
- Learning Objectives
- Assessment Quizzes
- Course Material

Upon completion of this course, the graduate will be qualified to sell, solicit, and negotiate Long-Term Care products in all states\*\* which have adopted the NAIC standards of LTC training.

For more Information on eCLTC, please visit [www.ltc-cltc.com/ecrtc](http://www.ltc-cltc.com/ecrtc)