

Working with Resource Brokerage, LTC

“Flying through LTCI with the greatest of ease”

We would like to thank you for considering partnering with Resource Brokerage, LTC where we value your business. It is our intent to get you started in the right direction.

Sales Department Support – Case design and underwriting.

Our long-term care department consists of over 30 years in the business. Having already experienced long-term care insurance from the sales, new business, and post issue perspective we can identify your needs and fulfill them quicker and efficiently so you can continue to obtain more sales. We have a specialist that can help you design the right plan for your client. We will go to market and present you the best and most cost effective long-term care plans available. Additionally, we will provide you with the actual market report so you can feel confident all the research was conducted. You can call our sales department to assist you in a wide variety of ways. If it is Medicare and Medicaid information, tax issues, national averages, or LTCI trends we can answer all your questions.

If you are looking to integrate long-term care planning into your business model or you have the occasional long-term care client we are your resource. If you are more technically savvy we have a full website dedicated to long-term care that will allow you to run side by side carrier comparisons, get to important informational links, obtain a quick reference on an underwriting issue, or look at a field underwriting guide.

We welcome and encourage you to bring Resource Brokerage, LTC all your underwriting inquiries and questions. We will trial them and have a tentative offer in 24 hours if not sooner in most cases. On more difficult cases you will have answers or direction in 48 hours.

If it is a multi-life case from a small business owner we will take care of the qualifying process, put together the plans, and obtain all the materials you will need to make the presentation. If you need a speaker we will provide a speaker to help you make the employee presentation. We will work with you, your client, and their human resources department to develop a solid plan to ensure that you receive the most interest and participation during the initial stages.

Partnering

Our specialist can handle the entire Long Term Care Plan from “soup to nuts” or in this case “pre-sale to post sale.” Bring Resource your prospects and we handle it all from pre-screening the client to selling the plan. All you receive from Resource Brokerage, LTC is aggressive new business status and a commission check.



Contracting:

Contracting with Resource Brokerage, LTC is as easy as completing one piece of paper. Our licensing staff does all the work for you and we ask that you complete our Producer Census. You only need to provide us with a copy of your license in each state, E&O certificate, and a copy of your LTC CE is state applicable. We handle the rest. If you have any questions regarding contracting or state specifics just contact our licensing department and all your needs will be handled.

Long-Term Care New Business Submission:

LTCI applications are processed right next door to the sales department. RBLTC understands that sales and new business must work together. Our expert staff understands that every case is attached to a consumer. They understand that your reputation as their agent is directly attached to the efficiency of the application. We are on the pulse of each of our applications and make certain it is moving through the process efficiently. We offer our *“liaison of requirements” program* that helps with the underwriting requirements specific to long-term care such as the personal phone interview or face-to-face interview. We can prepare you to understand the requirements or we can work directly with your client. The bottom line is we want to make it *as EASY* as possible. We recognize that long-term care is somewhat complicated, so we take the complexity out of your hands and into our hands. The net result is easier, quicker, and additional revenue for your business.

Our service standards are generally the processing in the same day, but no later than 24 hours on business that have all the correct forms and signatures.