



Hot Topics in LTC A Debate

Session 22
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THE ELEVENTH ANNUAL INTERCOMPANY LONG TERM CARE INSURANCE CONFERENCE

ILTCl



Panel

William Jones, Jr., CLU, ChFC, LTCP

President & COO; MedAmerica Insurance Company

Phillip Sullivan

President; SellingLTC.com, LLC

David Plumb, FSA, MAAA

Vice President - Product & Risk Management; John Hancock Financial Services

Cam Cook

Vice President Underwriting & Claims; Transamerica Long Term Care

Producer and Moderator:

Keith Burns, ASA, MAAA

Director, Actuarial; Prudential Insurance Company of America



Discussion Topics

- 1) Cash Benefits
- 2) Assisted Living Facilities
- 3) Simplified Underwriting for Multi-life Groups
- 4) Remote Selling

Other: Calendar Day Elimination Periods,
Waiver of Premium, Act of War Exclusions and
International Benefits.