

Traditional Vs Linked

A Showdown at the Alamo

Bill Comfort, CSA, CLTC, LTCCP

Comfort Long Term Care

Steve Schoonveld, FSA, MAAA *Lincoln Financial Group*

Moderated by

Terry Truesdell

Pres/CEO
National LTC Network



Let's Take the Gloves Off... Which One is Best?





Can We Agree on Anything?





1 – Consumer Fit & Fits





2 - Carrier "Joy" in the Risk / Pricing Comfort





3 - Debate Questions from "Social Media"





4 - Meeting the Opportunity in the Market / Addressing Challenges





5 - The Future for Each Solution





Questions?

