



# Confused by the LTC Product Options Available Today? We've Got Your Back.

## Introducing **Product Insider**

### Expand Your Expertise in LTC Funding Solutions

The new CLTC Product Insider class is packed with all the details you need to ensure you feel confident and competent when it comes to making client product recommendations.

**Our new class will cover all the products available on the street today, including,**

- Traditional LTCI
- Linked Benefit (with Extension of Benefits) - Life Insurance chassis
- Linked Benefit (with Extension of Benefits) - Annuity chassis
- Accelerated Death Benefit (ADB) for LTC (7702B)
- Accelerated Death Benefit for Chronic Illness (101(g)) with Up-Front Charges
- Accelerated Death Benefit for Chronic Illness (101(g)) with Charge at Acceleration

**What you will learn about each product:**

- Its basic structure and key features
- How it is underwritten
- Who the target audience is (i.e., sales applicability)
- Its pros and cons
- Which carriers offer each product type

Learning will be supported by  
• Case studies &  
• Quizzes

Whether or not you represent all of these products, you need to know how they work. Product Insider will provide an **impartial and thorough review** of what's available on the market today.

**Register** today for our Introductory Class at ILTCI!

*\* If there is no prior CLTC training, enroll in a one-step class that bundles eFoundations, eCLTC or a Master Class with Product Insider. Contact us for pricing.*



**To Learn More:** Contact Max Brewer, CLTC Account Executive at 984.277.8566 | mbrewer@lct-cltc.com or visit us at lct-cltc.com