



LTC Global and ARM Combine LTCi Distribution Businesses Under Pulitano

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FORT MYERS, Fla.--(BUSINESS WIRE)--LTC Global, Inc. announced today that it has formed LTC Agency Operations LLC (LTCAO), a new intermediate holding company, with Joseph G. Pulitano. LTC Global and Pulitano have contributed their Long Term Care insurance (LTCi) distribution businesses to LTCAO, including ACSIA Partners, LTC Global Agency and Joseph G. Pulitano Insurance Agency, Inc. d/b/a Advanced Resources Marketing (ARM). The combined businesses make up the largest independent LTCi marketing operation in the industry with over 500 career LTCi specialists. Mr. Pulitano will serve as LTCAO's Chief Executive Officer, and Henrik Larsen will serve as LTCAO's Chief Operating Officer.

ARM, founded by Mr. Pulitano in 1986, is an insurance agency headquartered in Newton, Massachusetts and a national leader in worksite LTCi cases and distribution through association affinity relationships. "ARM is recognized across the industry for our efficient, educational and turn-key worksite enrollment platform that can handle cases of all sizes," said Mr. Pulitano. "This transaction represents a great opportunity for agents working with the combined business and for employers who offer their employees LTCi programs through our group."

"ARM's LTCi worksite business directly complements ACSIA Partners successful worksite business and will provide a steady flow of additional distribution opportunities for all of our LTCi agents," said Daniel G. Schmedlen, Jr., Chief Executive Officer of LTC Global. "Joe Pulitano and Henrik Larsen have the knowledge and experience to make the most of the synergies among these three agencies."

ACSIA Partners, which is the result of a 2014 consolidation of ACSIA Long Term Care and LTC Financial Partners, operates the leading national worksite LTCi distribution business with a focus on large employers as well as lead-supported individual distribution. Denise Gott, Chief Executive Officer of ACSIA Partners since its founding in 2014, said, "Supporting our sales force is key to our long term success. Combining the talent, resources and relationships of ARM and ACSIA Partners will broaden our opportunities and generate more worksite and affinity leads for our agents."

LTC Global Agency, formed by LTC Global in 2015 to offer distribution opportunities to LTCi agents leaving the former Genworth career division, focuses on individual LTCi business. Deborah Skiff, General Manager of LTC Global Agency since its founding, said, "We're very excited about the opportunity to leverage LTC Global Agency's national footprint of field agents to support the worksite opportunities of the combined group."

LTC Global will continue to support these distribution businesses with leads from a diverse group of sources, including association channels and internet marketing. ARM's association relationships and worksite business will diversify and increase overall lead generation capacity significantly.

About LTC Global

LTC Global is the leading provider of capital to insurance agents and agencies through commission heaping programs and renewal commission purchases. Through its agency subsidiaries, LTC Global is a national distributor of life and health insurance products and the largest independent distributor of Long Term Care insurance. LTC Global is headquartered in Fort Myers, Florida. For more information about LTC Global, visit ltcglobal.com.

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