



Long-term Care Options from Crump

The Big "I" partners with Crump to bring the expansive long-term care insurance market to members through the Crump LTC Solution Center.

Crump is one of the largest brokerage agencies, offering some of the most comprehensive sales and medical underwriting support in the industry. Big "I" members who register with Crump gain access to more than 200 carriers, a state-of-the-art website, live personal assistance, and a vast array of educational tools and resources.

Why Crump?

- Crump specializes in LTCi. With nearly two decades of LTCi experience, Crump can help you recommend a suitable plan for your clients at a competitive premium.
- Crump has full-time LTCi staff. Sales support associates provide illustrations, as well as product and competitive support. Licensing associates know what it takes to get you appointed and ready to sell. New business associates keep you informed of your case status and work to issue cases quickly.
- Crump connects you with quality LTCi carriers. Carriers include LifeSecure, Lincoln Financial, Mutual of Omaha National Guardian Life, OneAmerica, Securian and Transamerica.
- Crump is nationwide. Crump has LTCi specialists to support you across the country.
- Crump knows how to underwrite. Crump's familiarity with health underwriting gives you added experience to help match your client's individual health issues with a suitable carrier.
- Crump has the right marketing tools. Policy comparisons and training tools are a must for day-to-day agent use. Working with carriers, Crump provides the tools you need to successfully market LTCi.



For more information, contact Christine Muñoz at christine.munoz@iiaba.net. Ready to get started? Visit www.iiaba.net and click on "Products" to find Crump.