

# Professional Development Chairs

## LTC Chapter Training Kit



NAHU and CLTC now offer LTC training for your chapter members

### The eCLTC Solution

#### Sponsor the CLTC program in your Chapter

+ Non Dues Revenue for the Chapter

+ \$200 Tuition member discount

+ Members earn designation and CE

**5 or more students = one “free” course**

Preview at [www.CLTCdemo.com](http://www.CLTCdemo.com)

For more information or to register your training please contact:

Amber Pate [apate@eCLTC.com](mailto:apate@eCLTC.com)

802-283-4620

# The eCLTC Solution

is web-based training-on-demand, offering a multi-media experience that makes students feel they're in one of our live *CLTC Master Classes*, with the added benefit of having total control of where and when the program is taken. This new program includes the same training content, but utilizes the latest technology providing the very best eLearning experience. The core curriculum is comprised of 13 learning modules:

- **The 3 Step Planning Process:** A proven system to create need and urgency for clients to develop a plan and fund it with long-term care insurance
- **A unique perspective** on LTC insurance, rather than focus on how it protects the individual and his assets, it's positioned as a stream of income that funds a plan to protect your client's family
- **Case studies & selling scenarios** that allow students to quickly and easily implement these professional planning techniques

✚ **Facilitator Led Class:** live training using the video based course with a Facilitator led Guide

**The Facilitator Guide** provides a “blue print” of activities and discussion points for each module. The guide includes an overview and facilitator directives, including:

Group Activities  
Pair Activities  
Role Play  
Handouts  
Flipchart

Talking Points  
Activity directions  
Debrief Questions  
Suggested answers  
Debrief Discussion

✚ **Study Group:** distance learning; Facilitator schedules homework assignments followed by weekly conference calls to reinforce the key learning components using the same Facilitator Guide

## **Example of Study Group schedule**

## **4 Week Model**

<u>Week</u>	<u>Homework assignment</u>	<u>Conference Call Review (Friday 3:00-4:30 PM)</u>
1	Lessons 1, 2, 3	60-90 minutes Facilitator led
2	Lessons 4, 5, 6	<same>
3	Lessons 7, 8, 9,10	<same>
4	Lessons 11, 12, 13	<same>

**Final exam:** Upon completion of all 13 lessons students will be able to access the final exam via internet, again at their convenience. The only requirement includes a Proctor as required by your state Department of Insurance, which is fully explained on the eCLTC training platform.