



CLTC eLearning

The same Certified in Long-Term Care program that has literally changed the way professionals think about and present long-term care insurance is now available on-line, in a state of the art **E-Learning format!**

CLTC eLearning is a multi-media version of the CLTC program, [the LTC industry's #1 designation](#), giving you total control of where and when you take the program. The course consists of 13 “live on video” modules that make you feel that you’re in one of our live *CLTC Master Classes*

Each module contains:

- 35-55 minutes of video of the live CLTC Master Class
- The Power Point from the class integrated into the video
- Learning Objectives to keep you laser focused on key learning points
- Assessment Quizzes to better prepare for the final exam
- A course notebook that can be used for notes and scripting

Here’s what students will learn:

- The exclusive CLTC philosophy of how to engage clients in a discussion about long-term care that completely eliminates the debilitating objections that your current presentation creates.
- How to create a plan to protect the client’s family from the emotional, physical and financial consequences providing care would have on them.
- How to position long-term care insurance an essential tool that funds that plan
- How to overcome every funding objection one could encounter as an alternative to LTCi such as, self-funding, Medicare, Medicaid and the VA.
- Selling scenarios and case studies that provide the tools needed to immediately increase production.

Final Examination: Can be taken on-line with approved proctor

CE 12 hours insurance CE (may vary by state); 12 credits CFP or PACE

Preview and Register at
www.CLTCdemo.com

Facilitator Led Program for NAHU Chapters

Internet access for all students and Facilitator

- Video based: 13 video modules of the “live” CLTC Master Class
- Learning Objectives & Review quizzes
- Download of Course handbook
- Access 24/7 by all students for review on demand

Facilitator Guide Each module has instructions on:

- how to introduce each module to class
- when to start and stop video
- what questions and issues to discuss with class

Facilitator Led: 2 models

- Live Class with Facilitator
- Distance Learning: scheduled review of modules live or via conference call

Facilitator Requirements

- Application & Agreement-
- Facilitator gets “free course” with 5 + registered students

Marketing & Promotions

- CLTC provides all promotional templates; customized for each Chapter

Tuition [NAHU member pricing](#) **\$895** \$200 discount

Registration

- On-line registration process; Credit card payment
- 4 Pay option available for students

Non dues Revenue

- Chapter Revenue 10% of tuition (\$89.50 per student)
- Revenue paid to Chapter after all tuitions are collected

Final Examination to Earn CLTC designation: Can be taken on-line with approved proctor

CE 12 hours insurance CE (may vary by state); 12 credits CFP or PACE

For more information or to schedule your training contact....

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