



## ATTENTION: OHIO AGENTS

# YOU'RE INVITED TO ATTEND

**This program has been approved for eight hours in Continuing Education Credit and also qualifies for eight hours of CFP® Credit.**

As a courtesy to current and prospective agents, GOLDENCARE USA is pleased to offer our LTCi Partnership Certification Training free-of-charge. We welcome the opportunity to meet you and serve your every need.  
Your Success Is Our Priority!

**Important:** In Ohio, Producers are required to complete eight hours of training by September 1, 2008 in order to sell, solicit or negotiate **ANY** Long-Term Care Insurance Policy. (GOLDENCARE USA is authorized to present the Partnership Plan Certification Workshops listed below.)

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**All workshops take place between 8:00 a.m. and 5:00 p.m.**

**Monday, June 16, 2008**

Holiday Inn French Quarter  
10630 Fremont Pike – Perrysburg, OH 43551  
(419) 874-3111

**Tuesday, June 17, 2008**

Double Tree Hotel Cleveland South  
6200 Quarry Lane – Independence, OH 44131  
(216) 447-1300

**Thursday, June 19, 2008**

Sheraton Suites Akron/Cuyahoga Falls  
1989 Front Street – Cuyahoga Falls, OH 44221  
(330) 929-3000

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# TO ENROLL, CALL 800-842-7799

AND MENTION "FPAOH"

**Introducing "Contracting Made Easy" from GOLDENCARE USA.**

Now you can contract with several carriers at once by completing one simple form!

To expedite the process and assure you receive proper CE credit, please bring your license(s) with you to the Workshop. We welcome the opportunity to do business with you!





TO ENROLL, CALL  
800-842-7799  
AND MENTION  
"FPAOH"

## ARE YOU CONTRACTED YET?

It's Easy with GOLDENCARE!  
GOLDENCARE Agents can quickly contract with multiple carriers at once - just by completing one simple form. You can complete the user-friendly form at the Workshop (or you can visit [www.goldencareagent.com](http://www.goldencareagent.com) and click the "Contracting Made Easy" link.) To expedite the process and assure you receive proper CE credit, please bring your license(s) with you to the workshop.

## LIVE INTERNET TRAINING SESSIONS

If you cannot attend a Partnership Plan workshop in person, you're invited to take advantage of our Live Internet Partnership Plan Training Sessions which let you "attend" and participate in training workshops as they occur.

## PRE-RECORDED TRAINING SESSIONS

You can also check out our convenient pre-recorded Training Sessions which are available 24 hours a day - with no enrollment required. You'll get in-depth information about our products, presentations and field-proven closes.

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## GOLDENCARE USA's

### PARTNERSHIP PLAN CERTIFICATION WORKSHOPS

#### IMPORTANT

In Ohio, Producers are required to complete eight hours of training by September 1, 2008 in order to sell, solicit or negotiate **ANY** Long-Term Care Insurance Policy.

PARTNERSHIP PLAN CERTIFICATION WORKSHOPS ARE  
A "MUST" FOR ALL AGENTS WHO WANT TO SELL  
LONG-TERM CARE PARTNERSHIP PLANS  
(Certification is mandatory!)

PARTNERSHIP PLANS MEAN "NEW CHOICES FOR CONSUMERS"  
What every agent needs to know in today's marketplace.

#### TOPICS INCLUDE

##### HOW PARTNERSHIP PLANS WORK

Understanding the roles of private insurance companies and the state government.  
"Qualified State Partnerships" offer dollar-for-dollar asset protection.  
Coverage selection to match amount of assets to be protected.

##### LONG-TERM CARE SUITABILITY... AN IN-DEPTH LOOK

Helping you identify your best prospects.  
Who should and shouldn't buy LTCi.

##### MEDICAID AND PARTNERSHIP POLICIES

Deficit Reduction Act and Home Equity Restrictions.  
Extended look-back period promotes need for LTCi.  
How the Medicaid "Fraud Law" can help spur your sales.

#### EXCLUSIVELY FOR GOLDENCARE PARTNERSHIP PLAN TRAINING WORKSHOP ATTENDEES

Mark Randall's Acclaimed CD "LTC-30 Days to Successful Selling"  
Proven Individual LTC Presentation - Complete with Sales Script  
Guaranteed to help double your sales.

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