



LONG TERM CARE ASSOCIATES

**Home Office:**  
Long Term Care Associates, Inc.  
11900 NE 1<sup>st</sup> St. Suite #300  
Bellevue, WA 98005-3030  
1.800.742.9444



## EDNA MARTIN

### LONG TERM CARE INSURANCE SPECIALIST

Edna's exposure to the world of long term care began in the late 1990's when she and her husband took both of her parents into their home to live with them. After her father passed away, Edna became her mother's primary caregiver. This experience opened her eyes to the overwhelming emotional and financial choices families are often forced to confront. Since 2001, Edna has used her personal experience to help her clients understand how to make plans for their future care. By planning ahead, she helps her clients avoid the tough choices and sacrifices she was forced to make on behalf of her mother. By early 2008 she was invited by LTCA to join their team of experts.

Edna has found that most of her clients are searching for a knowledgeable agent who can offer unbiased information and advice, as well as a variety of carriers and products from which to choose. By virtue of her affiliation with LTCA, Edna has been able to capitalize on the advantages of multiple top-rated carriers and can uniquely tailor solutions to each of her client's needs.

While many of her long-standing clients reside in Washington State, Edna appreciates the opportunity to meet and assist individuals all over the country who wish to protect themselves and their families from the financial and logistical pressures related to long term care. As the endorsed provider of LTC insurance to groups as varied as the American Society for Clinical Pathology and Banner Federal Credit Union, LTCA is also endorsed by numerous alumni associations to share their knowledge with concerned Americans across the country.

Edna was recently ranked one of Washington State's Top 5 agents by the American Association for Long-Term Care Insurance (AALTCI). She and her wonderful husband Don have celebrated over 40-years of marriage together.

### About Long Term Care Associates

With roots dating back to 1972, Long Term Care Associates, Inc. has now entered its 5<sup>th</sup> decade focused exclusively in the LTC insurance marketplace. Headquartered in Bellevue, WA, the company expanded its national footprint in 2003 to become one of the industry's most recognized names.

When LTCA's founders began, the company's mission was to ease the financial and emotional burden that a catastrophic care event could have on families. We're proud that the claim payments received by our policyholders are now measured in the tens of millions of dollars. Leading the country by serving over 5 million members of sponsoring organizations, our commitment and passion for this business remain as strong as ever.

**Learn more at** [www.ltc-associates.com](http://www.ltc-associates.com) or contact Edna at 253.927.3775

#### Contact Info

[edna@ltc-associates.com](mailto:edna@ltc-associates.com)

**Direct** 360.930.8344  
**Cell** 206.713.4020  
**Fax** 425.462.9839  
**Toll-free** 800.742.9444

#### Hometown

Poulsbo, WA

#### Licenses

AZ, CT, DE, IA, MA, ME, MI, NH,  
NJ, NY, OR, TX, WA

#### Certifications

National Partnership  
New York Partnership  
Connecticut Partnership



LONG TERM CARE ASSOCIATES

Long Term Care Associates, Inc.  
“Expect More”

---

## Mission Statement

- ✓ Our clients’ interests must always come first.
- ✓ We must provide the highest level of service with integrity.
- ✓ We must communicate with our clients clearly.
- ✓ Our insurers and products must be of superior quality.
- ✓ We must give something back to the communities in which we live.
- ✓ Continuing education is necessary to maintain timeliness of knowledge, regulations and planning techniques.
- ✓ We must not simply work hard: To excel beyond our peers requires us to provide an even higher caliber of service to our clients.

## Choose LTCA, and Choose a Company...

- ✓ Celebrating **50 years** marketing long-term care solutions (est. 1972)
- ✓ Whose policyholders have received in **excess of \$26,000,000** in tax-free benefits.<sup>1</sup>
- ✓ Responsible for “**The Advisor’s Guide to Long-Term Care Insurance**” (2nd Ed.), the reference upon which financial planners depend.
- ✓ Whose “Elite Performers” have **ranked in the top 1%** of all LTC insurance specialists nationwide.<sup>2</sup>
- ✓ Whose expertise has been sought by **state insurance departments** coast to coast.<sup>3</sup>
- ✓ Endorsed by **over 40** Alumni Associations, Fraternal Organizations, and Credit Unions as the **exclusive** LTC insurance conduit to their members.
- ✓ Regarded as one of the industry’s most authoritative, **trusted voices** on the topic of LTC insurance—quoted in or contributing content to nearly **75 publications**.
- ✓ Dedicated to restoring America’s social safety net through our corporate sponsorship of the **Center for Long-Term Care Reform**.
- ✓ Whose featured insurers can trace their history to the **1880s**.

---

<sup>1</sup> Data current through 2022

<sup>2</sup> American Association for LTC Insurance

<sup>3</sup> Drafting agent training requirements (WA), revising Partnership Plan design (NY)