

# Long-Term Care, Part I (Needs and Options)

Lesson 1: Long-Term Care Overview

Lesson 2: Paying for Long-Term Care

Lesson 3: Personal Funding Sources

Lesson 4: The Medicare Program

Lesson 5: The Medicaid Program

Lesson 6: Long-Term Care Insurance

Lesson 7: Spreading the Word

Lesson 8: Seminar Selling

Lesson 9: Face-to-Face Selling

Lesson 10: Policy Delivery

Lesson 11: Post-Sale Service

Lesson 12: Ethical Market

Lesson 13: Underwriting, Claims, and Cost Control

Final Exam