



## Innovative Underwriters

September 22nd, 2009

Dear Maureen,

### Innovative Underwriters Forms Strategic Alliance for Long Term Care

Innovative Underwriters is partnering with one of the leading writers of long-term care insurance, Art Jetter & Company, to provide you with the expertise and resources you need to grow your business. Art Jetter & Company will work directly with our producers, similar to the arrangement in place for disability income through Source Brokerage and life settlements through Ashar Group

We now have access to a seasoned long-term care underwriting consultant, **RD Coffeen**, who will review medical information and provide non-binding quotes for cases that **Berkshire** has rated or declined.

As with all other lines of business written through Innovative Underwriters, agents will continue to earn **Club Credits**. Carriers will continue to pay commissions directly to the agent with overrides from Innovative Underwriters.

In addition to the marketing materials and forms already available on the Innovative Underwriters web site (<http://www.innovativeunderwriters.com>), agents will be able to access even more marketing information in the Long Term Care portion of the site. Illustration software and product comparisons are available from the same quote engine with which you are familiar.

### Contacts for Long Term Care

#### Case Design, Product Questions, and Illustrations

Karen Nalley - Vice President                      [Karen@jetter.com](mailto:Karen@jetter.com)                      800-228-0008 ext 1009

#### Underwriting Questions

RD Coffeen - LTC Underwriting Consultant   [Bob.Coffeen@jetter.com](mailto:Bob.Coffeen@jetter.com)   800-228-0008 ext 1013

Allen Davis - New Business                      [Allen.Davis@jetter.com](mailto:Allen.Davis@jetter.com)   800-228-0008 ext 1016

Blanche Vlieger - Case Status                      [Blanche@jetter.com](mailto:Blanche@jetter.com)                      800-228-0008 ext 1027

You can also contact Art Jetter & Company by calling Innovative Underwriters toll free at 800-446-7872 ext 1009

### Contracting and Licensing

Contracting paperwork for long-term care cases is available on the Innovative Underwriters web site ([http://www.innovativeunderwriters.com/lic\\_forms.html](http://www.innovativeunderwriters.com/lic_forms.html))

Agents should submit completed paperwork directly to Art Jetter & Company. Innovative Underwriters has already transferred the appointments of those agents who have already written LTC with us.

## Working with Art Jetter & Company

Contact Karen or RD by phone or e-mail at any time to discuss your cases.  
Mail your applications directly to Art Jetter & Company for processing:

**Art Jetter & Company**  
**11305 Chicago Circle**  
**Omaha, NE 68154**

Art Jetter & Company will mail issued policies directly to the agent. Agents should send all delivery requirements for long-term care cases to the attention of Allen Davis.

## Long Term Care Carriers Available

The same long term care carriers will continue to be available to you:

- Allianz
- Genworth
- John Hancock
- Met Life
- Mutual of Omaha
- One America
- Prudential

We are confident that this alliance will help to grow your long-term care business and serve your clients effectively.

Please let me know if you have any questions.

David J.Decker ,CLU, ChFC

*David*

President  
Innovative Underwriters

[DDecker@InnovativeUndewriters.com](mailto:DDecker@InnovativeUndewriters.com)

800-446-7872  
215-875-8682

### Forward email

✉ **SafeUnsubscribe®**

This email was sent to maureenmitchell@innovativeunderwriters.com by  
[ddecker@innovativeunderwriters.com](mailto:ddecker@innovativeunderwriters.com).  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Innovative Underwriters | 1700 Market Street | Suite 3232 | Philadelphia | PA | 19103