

## Why Choose Marblestone Insurance Services?

We are independent brokers representing the top insurance carriers in California.

- 1 Over 20 years in the industry
- 2 Gerontology Specialization
- 3 Certification in Long-Term Care Insurance
- 4 Care Planning Expertise
- 5 Caregiving Advice for you and your family

### College & University Clients

- College of Marin
- Contra Costa [CCD]
- El Camino College
- Foothill-De Anza [CCD]
- Mills College
- Monterey Peninsula College
- Notre Dame de Namur Univ.
- Ohlone [College]
- Peralta [CCD]
- Rancho Santiago [CCD]
- San Diego [CCD]
- San Joaquin Delta College
- San José/Evergreen [CCD]
- San Mateo [County CCD]
- Santa Barbara [City College]
- Santa Monica [College]
- Santa Rosa [Junior College]
- Solano [Community College]

“The Community College League of California is pleased to endorse Marblestone Insurance Services as a vendor for Long-Term Care insurance, and as a business partner.”

**Kimi Shigetani, Vice President  
Community College League of California**

The endorsement above is true and represents the current opinion of the individual. This individual was not compensated for their endorsement. Written permission has been received from this individual.

### For More Information...

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**SMAR #276-20150714-242277**

## Long-Term Care Insurance

for California Community Colleges & Universities



**MARBLESTONE**  
*Insurance Services, LLC*

## Services Offered

**Marblestone Insurance Services, a California-based niche benefits firm, focuses on Long-Term Care insurance planning for colleges and universities. We provide:**

- Customized programs for each college
- Cost-effective, voluntary Long-Term Care Insurance for college faculty and staff

Reserve Meeting Rooms for Workshops

Policies Delivered

60-day Enrollment Period

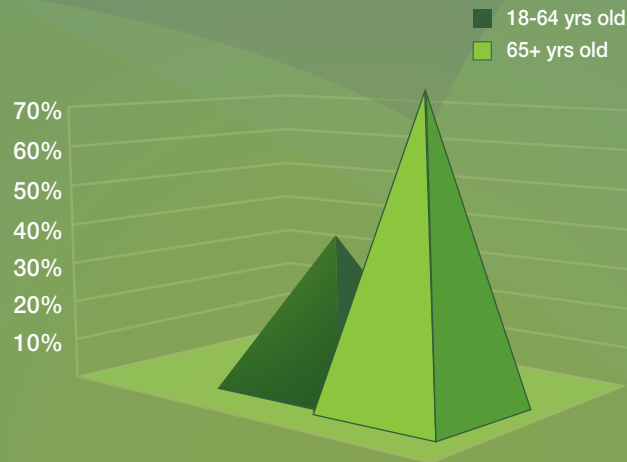
Initiate Long-Term Care Insurance Plan Offering

- Introductory workshops
- 60-day enrollment period
- Tailored communication plan
- Web-based appointment scheduling
- Personal consultation and/or web-based appointments
- Analysis of existing insurance plans
- Personal delivery of policies

## Consider that ...

Of those who have long-term care needs, 41% are under the age of 65.

*(Source: Urban Institute analysis of US Census Bureau's National Health Interview survey, 2009 and American Community survey, 2010.)*



**At least 70% of people over age 65 will require some long-term care services at some point in their lives.**

*(Source: US Dept of Health & Human Services, National Clearing-house for Long-Term Care Information, [www.longtermcare.gov](http://www.longtermcare.gov) April 2014.)*

## Why offer Long-Term Care Insurance to Your Employees?



### Benefits to the college

- No-cost benefit offering
- Program is voluntary
- Employee paid benefit



### Benefits to the faculty/staff

- Premium discounts
- Policy is fully portable
- Reduced health screening (optional)
- Family members of employees may participate\*



### What does the college need to do? It's as easy as 1-2-3!

- 1 Make the decision to offer Long-Term Care Insurance as an employee paid, voluntary benefit
- 2 Reserve rooms for workshops and personal consultation appointments
- 3 Send out tailored communication pieces to employees

\*Long-Term Care Insurance is available for family members between the ages of 18 and 79: Spouses/Domestic Partners, Parents, Parents-in-law, Siblings and Cousins