

**Jean Ausman:** With over 14 years of experience in both selling long-term care insurance and supporting financial advisors, insurance agents and brokers, through being their “long-term care technical specialist”, Jean’s mission is to protect individuals, couples, and their families from the dangers of not incorporating a strategy to address long-term care risk into their financial planning. She has worked with hundreds of advisors and clients across the country to assist with pre-qualifying client health, analyzing insurance carrier options and identifying product choices, as well as specific plan design. Jean’s passion is to serve and educate financial professionals and the public to have a plan in place, well before the need for long-term care assistance is upon them.