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Date: Tuesday, April 4, 2017 2:59 PM  
From: AAll Rochester <aaiirochester@gmail.com>  
To: AAll Rochester <aaiirochester@gmail.com>  
Subject: Monday, April 24, 2017 - Rochester AAll Financial Planning SIG MEETING AGENDA

## Agenda: Monday, April 24 - AAll Financial Planning SIG

Our next AAll Rochester Chapter Financial Planning SIG meeting will be held on Monday April 24, at the Penfield Public Library's Ruth Braman Conference Room, 7-9PM. The Library is located at 1985 Baird Rd., Penfield 14526.

### 1. April 24 Program

"**Latest Trend in Long-Term Care Industry**" by Susan Suben, MS CSA, President, Long-Term Care Associates and Elder Care Planning. She last presented to our forum on May 27, 2014. At this meeting, she will provide an industry update which includes the following topics:

#### Industry Update

Can LTCI Be Trusted? How Stable Are Premiums On New Blocks?

Current Marketing Trends

What to Consider When Designing a Policy

Underwriting

Claims

Long Term Care Associates, Inc. is an independent broker in CNY that consults specifically about long-term care planning strategies (long-term care insurance, life insurance, life insurance with LTC or chronic illness riders, Medicare and Medigap). ElderCare Planning provides on-going care consultations for families stricken with a long-term care illness.

Susan has a BA in Sociology, an MS in Education/Counseling, a Certificate in Gerontology, and is a Certified Senior Advisor (CSA). She has 19 years experience in long-term care planning, and is personally familiar with the issues faced by families confronted with a long-term care crisis. Formerly Vice President of a leading New York City legal personnel agency and Director of Programs and Services for the Alzheimer's Association, Central NY Chapter, she combines her business acumen and counseling skills to serve her clients and those of other professions, such as attorneys and financial planners. The mission of her agency is to provide objective information and guidance about long-term care issues in response to the emergence of long-term care as a significant component of responsible retirement and estate planning.

### 2. May Program - Date and topic TBD

Contact Diep Chu at [di5215@aol.com](mailto:di5215@aol.com) if you wish to reply to this email.

Diep Chu  
Rochester AAll Chapter Financial Planning SIG, Chair

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