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## **Twenty Eight of America's "Top 100" Long-Term Care Insurance Agents Are with Thomas Varner's Organization, ACSIA Partners LLC**

### **What makes them stand out?**

Metamora, MI August 12, 2015 – High-flying birds tend to flock together. At least that seems to be the case with long-term care specialists from ACSIA Partners LLC, a leading long-term care insurance agency. Twenty eight of them received the "2015 Long-Term Care Sales Achievement Award" and were among the top 100 individual LTCi producers, based on premium.

The awards are made annually by the American Association for Long-Term Care Insurance, the trade association for professionals dedicated to serving the nation's long-term care planning needs.

Why did ACSIA Partners LLC win such a large share of the awards? "It's simple," says Thomas Varner, Metamora-based agent with the company. "We put our clients' needs first, and they respond by giving us their trust."

"Also," Varner adds, "long-term care insurance is our specialty. We know the product inside out and recommend policies from multiple high-rated carriers, not just a single source. And we focus on education and service, not selling."

The company also attracts less experienced, up-and-coming agents who bring fresh perspectives and enthusiasm. "We help them grow and succeed," says Varner.

"They're the ones who will make the top-100 list in years to come," Varner adds. "Partly due to their own professionalism and partly due to help from our veterans, who want the whole organization to thrive."

As 77 million baby boomers approach retirement, "the demand for long-term care planning is likely to mushroom," says Varner. "To help fill the need, we'll be here with some of the top agents in the business."

Tom Varner is a leading long-term care solutions agent serving consumers and organizations in AL, FL, IA, IN, MD, MI, NJ, OH, PA, SC, TN, TX, VA. "We're glad to help them find the best, most affordable solution for their situation," Varner says. "In addition to long-term care insurance, today's options range from critical illness insurance to annuities and life insurance with LTC riders."

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In California the company is known as xACSIA Partners Insurance Agency; in other states, as ACSIA Partners.

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