



**Debra C. Newman, CLU, ChFC, LTCP
Founder & President**

Deb Newman is a pioneer of the long term care insurance industry and founder of Newman Long Term Care, one of the largest and most successful long term care marketing organizations in the country. Deb's focus is on helping people understand that planning ahead will allow them to finish life well.

Deb is a nationally known speaker, writer, advisor and educator. As a recognized expert on long term care issues, she frequently speaks to insurance, financial services and government groups as well as consumers. She can be heard regularly on Minnesota's WCCO & KTLK Radio and has been recently quoted by the *Wall Street Journal*, *Forbes*, *USA Today*, the *Star Tribune* and *Money Magazine*.

Deb has received many honors during her 31 years in the financial services industry. In 2009, she was acknowledged by the *Minneapolis/St. Paul Business Journal* as one of the top 25 Women in Business. She was also named a 2009 Five Star Wealth Manager by *Twin Cities Business* and *Minneapolis-St. Paul* magazines. This award reflects client satisfaction information gathered from consumers and financial services professionals. In 2007, Deb was recognized nationally as one of the top ten on the Power List of Who's Who in Long Term Care Insurance. Most recently, she was named to the "Hot 100 in Insurance", a list of the most influential people in the industry.

Deb has held leadership positions in many insurance industry groups, including:

- Past Chair of the Board of Directors, Life & Health Insurance Foundation for Education (LIFE)
- Past President, National Association of Insurance & Financial Advisors (NAIFA) Minnesota
- Past National President, Association of Health Insurance Advisors (AHIA)

"If people want to control their own financial futures, they must make arrangements now that they can count on later."

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