

# LTCI Planning Made Easy

**J.MANNING**  
& ASSOCIATES



## Cary P. Swider, CLTC, LTCP

Regional Sales Leader  
J. Manning & Associates

Cary Swider is a Senior Sales Consultant for J. Manning & Associates and he brings over 20 years of experience in Employee and Executive Benefits. Cary has placed over \$70 million of Group Long-Term Care Insurance premium over his career and he brings unparalleled expertise to our firm and the Employee Benefits market.

Prior to joining J. Manning & Associates, Cary was the Regional Director of Sales for Prudential Financial where he was responsible for LTC sales through brokers & consultants in addition to leveraging relationships of Group Insurance Reps across the Midwest and Western regions. Cary was the top LTC producer in 2011 and 2012 and his personal production totaled more than \$30 million. His consultative selling approach has enabled Cary to be one of the top LTC producers in the industry.

Cary began his career at CNA Insurance where he held key positions in Customer Service, Operations and Group Long-Term Care. Cary led a start-up operation within Group LTC that focused on middle market clients (under 5,000 employees). The start-up operation had over \$8 million in written premium during a 3 year period.

Another carrier in the LTC business was looking to build sales and leverage broker relationships. Cary joined Aetna and was the Regional Director of Sales for the Midwest territory. At Aetna, Cary was successful in developing direct relationships with brokers and consultants which resulted in over \$10 million written premium in 3 years.

Cary holds the professional designations of Certified Long-Term Care (CLTC) and Long-Term Care Professional (LTCP). He graduated from DeVry University. Cary is married with 2 children and he coaches volleyball and basketball.

POWERED BY  **LTCI**  
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