



Law Offices  
**VASILIADIS & ASSOCIATES**  
Elder Law Solutions For Pennsylvania Seniors



## **Increasing Your Business with Medicaid Planning Strategies Using Long Term Care Insurance Workshop for Estate Planners**



Incredibly, despite growing public awareness of ruinous institutional and home health care costs, long term care insurance (LTCI) remains a hard sell. Not so for the advisor who understands how *LTCI and Medicaid can work together* to protect a client's financial security. In this *free one-hour program*, Stanley M. Vasiliadis, a Certified Elder Law Attorney (CELA), lays out multiple strategies which include:

- Buying LTCI and funding a Trust
- Protecting assets with Partnership policies
- Rolling over an annuity to LTCI
- Transferring existing LTCI to a spouse
- Having a child buy and own LTCI on a parent

This is an advanced workshop for experienced estate planning professionals. Space is limited to the first twenty (20) registrants per session. Refreshments will be served.

**WHEN:** Tuesday, December 14, 2010 at 10:00 am (Registration: 9:45 am)  
Thursday, December 16, 2010 at 6:00 pm (Registration: 5:45 pm)

**WHERE:** Law Offices of Vasiliadis & Associates  
2591 Baglyos Circle, Suite C-45  
Bethlehem, PA 18020

**HOW TO REGISTER:** Call (610) 694-9455

**Don't delay.**

**Call now to reserve your seat and increase your LTCI business.**