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Long-term care insurance specialist joins Maryland brokerage

Marc J. Strumpf joined Brokerage Services International as a long-term care specialist.

Strumpf will be responsible for training and assisting brokers with their long-term care insurance sales. He will be consulting with agents on plan design, company selection, underwriting, and providing sales support in the field for the Germantown, Md.-based brokerage, which has offices in Baltimore and Virginia.

Strumpf, who was formerly an LTC specialist for Mass Mutual, has won many awards, including Mass Mutual's LTC Specialist of the year award.

BSI, a life and annuity brokerage since 1976, has been offering LTC products for 10 years. The company represents 10 LTC carriers, including Metropolitan, John Hancock and Genworth.