NATIONAL LONG-TERM CARE BROKERS, LTD. NEW YORK

Introduction/Bio for Bob Vandy

Robert M. Vandy, CLU, ChFC, LUTCF, CLTC is Vice President of Marketing for New York & National Long Term Care Brokers (NYLTCB), a nationally recognized long-term care, retirement, estate and business planning firm located in Clifton Park, NY.

Bob has over 23 years of experience in insurance & financial services, having served in both field and home office marketing support & management capacities. Prior to joining NLTCB in his current capacity supporting the NLTCB network of advisors and developing new advisors & strategic partnerships, Bob spent 4 years as an advisor/producer and 9 years in home & regional office environments for two insurance carriers, serving in marketing & sales support, training and management capacities with geographic responsibility for the northeastern U.S..

Bob earned his LUTCF (Life Underwriter Training Council Fellow) designation in 1993, his CLU (Chartered Life Underwriter) designation in 1997, his ChFC (Chartered Financial Consultant) designation in 2000 and his CLTC (Certified in Long Term Care) designation in 2006. Each of these designations signifies the completion of advanced coursework and successful exam completion in the areas of life, health and long-term care insurance and investments, as well as the broader areas of retirement, business, pension, estate, and long-term care planning.

Bob speaks regularly to insurance agent and financial advisor and planner groups, attorneys and accountants, and has been a guest lecturer at Albany (N.Y.) Law School. He also presents consumer workshops and seminars on insurance, retirement and estate planning topics and is a co-host on the weekly radio show *"Life Happens…Are You Prepared?"* airing Saturday mornings on WGY – AM810 and 103.1FM (Albany, NY), streaming live at www.wgy.com and via the iHeartRadio app on your iPhone or Android device.

Bob is a member and past President of the Eastern New York Chapter of the Society of Financial Service Professionals (SFSP), a member and past director of the Capital District (NY) affiliate of the National Association of Insurance & Financial Advisors (NAIFA), and is a member of the American Association of Long Term Care Insurance (AALTCI) and the Estate Planning Council of Eastern New York. Bob lives in Ballston Spa, NY with his wife, Karen. Their son, R.J., is a college junior and soccer player.