

Ronald R. Hagelman Jr., CLTC, CSA, LTCP

Ron Hagelman is the President of Republic Marketing Group a National Marketing Organization for Individual and Multi-life LTCI Sales. His working career began as a teacher and cattle rancher. He began his insurance career as a payroll deduction enroller in 1980. Later he opened his own wholesale brokerage operation, National Brokerage Agency, in 1981. In 1988, he was a founder and Chief Marketing Officer for State Systems, a national consultant of life and health companies for marketing and underwriting administration. He served as President from 1990 to 1999. As a consultant, Ron created numerous individual and group insurance products for insurance companies. State Systems was purchased by State Life of Indiana in 1999. Ron became the Senior Vice President and Chief Marketing Officer subsequently in his role as Vice President of Special Markets; he specialized in LTCI and enhanced annuities. Ron has served on the SOA and LIMRA LTCI committees. He is a master trainer for the LTCP professional designation and is the past president of the American Association for Long Term Care Insurance. He currently serves on the AHIP Baby Boomer Task Force, and the SOA "Interdisciplinary LTC Think Tank". He is the current co-chair of the Group LTCI Track for the 2007 SOA LTCI Conference. A nationally recognized motivational speaker, and monthly LTCI columnist for Broker World magazine. Ron is a frequent speaker at LTCI conferences as well as a periodic author in numerous other publications.