

## **Portland's veteran financial services expert Jim Pittman appointed to board of prestigious Million Dollar Round Table**

*One of the top 5% of global producers in life and disability insurance industry, Pittman is hailed now for leading the growing market for long-term care insurance*

**Portland, Ore.** (May, 2016)—Veteran Portland financial services professional Jim Pittman, founder and president of [Insurance Consulting Services, Inc. \(ICS\)](#), has been appointed to the board of the prestigious [Million Dollar Round Table \(MDRT\)](#) Executive Committee. The trade association taps Pittman as one of the top 5% of all life insurance and financial services professionals in the world based on sales production, knowledge, service and ethics.

ICS provides consulting services and products to help people plan for long-term care, life insurance and disability. Pittman has long been regarded as an industry expert on developing client relationships in order to find the best solutions for individual or business needs. He takes an 'active listening' approach to help him discover client feelings and attitudes in which to base specific financial planning strategies. Jim Pittman and his company ICS are licensed insurance brokers, who choose to work with only the top 20% of insurance companies allowing them access to a high level of carriers and products. ICS and Pittman look for financial strength and the company's ability to pay client's claims to vet out the best fit.

"Frankly, I have learned that there's a kind of magic that we provide our clients—peace of mind, freedom to live life without worry, an understanding that they have a sound long-term financial plan that will support their family," says Pittman. "What we put into play today will have an incredible impact tomorrow. We are delivering financial freedom and security for our clients. I get to see more of how it works in real life as I get older."

Pittman's new role as a member of the MDRT leadership board aligns perfectly with his goals for ICS. As an insurance professional, to grow and serve people is most important. MDRT, which provides education, mentoring and insurance products globally to members, will take him worldwide where people struggle with similar challenges wherever a middle class exists built on common education and skills: how to have a good life, care for family, retire comfortably, live with enough money regardless of unforeseen interruptions. Pittman sees himself as making an impact on a bigger stage but tantamount to the one at home—recognizing that in the insurance industry policies, tax laws, tools and products change but people don't.

Pittman enjoys a long list of clients and industry professionals who are quick to refer him for his deep expertise and integrity. "If I were to gather together Jim Pittman and all his peers, Jim would immediately rise to the top. Jim has a unique and productive ability to synthesize client issues and suggest resolutions, which are both creative and practical. He blends his expansive technical ability with a pleasant and enjoyable personality so it is always a pleasure to work with him," says Stephen Kantor, Partner, Samuels Yoelin Kantor Seymour & Spinrad, and LLP.

As a financial services expert, one of the top 5% of global producers in the insurance industry, and a specialist in the emerging market for long-term care insurance, Pittman says, "The time to pack the parachute is before you get in the airplane. We offer a very psychological sale of services that will best help our clients maximize their lifestyle while living within their means. We are all about discovery; what are your assets and net worth? How much does it take to run the household month-to-month? How do you want to live out your life? We find insurance products that help clients segue from earned income to passive income."

The Census Bureau reports an explosion of elderly baby boomers started in 2010 and will continue till 2020 as they turn 65. In 2030, 73 million Americans will be aged 65 and over. [Another 2015 study by Forbes](#) (Wayne Pfau) states 97% of people will need long-term care services during their lifetime. The average lengths for care are 2.2 years for men and 3.7 years for women. Annual costs for an assisted living facility will be \$43,200, a private nursing home room is \$91,250 and a five-year stay in a nursing home could total \$425,250 at today's prices. For over 10-years of care, a person can expect to pay upwards of a million dollars.

Additionally, in a 2015 study by AP-NORC Center for Public Affairs Research reports among adults age 40 and older, nearly 54% are doing little or no planning for ongoing living assistance they may need in the future. One in five does not know if private health insurance plans cover ongoing care in a nursing home and over a quarter do not know if Medicare does.

Pittman is well-aware that people shy away from insurance: it's complicated and costly. "People don't want insurance, but they want what it does. They want their kids to go to college, they want to go on vacation; they want to retire and maintain a certain lifestyle for the length of their life. Insurance products provide a safeguard that they can realize those objectives—regardless of interruptions."

Unforeseen situations can threaten the family budget at any stage of life. Early death, living longer and injuries could drain money for families sooner than expected. Insurance can help people shift the risk of potential loss to a deeper pocket—those of the deep pocket insurance companies who have the financial strength to pay claims. Life insurance, long-term care, and disability insurance are all virtually equal income replacement strategies to ensure financial goals can be met.

"People would be well-advised to hire a good financial or insurance advisor to help ensure they make it to the end in the lifestyle they choose," Pittman says. "The sad reality is that people don't put nearly enough of an investment toward their longer life expectancy."

As a member of the Society of Financial Services Professionals, Pittman is constantly studying and researching. He has been designated an expert in a number of categories in his efforts to stay current on industry services and products to keep his clients informed. In 2009, Pittman, who is one of a handful of Licensed Insurance Consultants in the State of Oregon, won the prestigious Bud Horn award from the Oregon Association of Insurance and Financial Planners. This award is presented periodically to a professional who has shown dedicated commitment and has made a significant positive impact on the insurance community.

"If we do our job well we remove stress from our clients' lives by providing excellent planning and insurance for the future," says Pittman. "We help clients make well-informed decisions on how they can generate income replacement through our products in the event they would need it."

### **About MDRT**

Founded in 1927, the [Million Dollar Round Table](#) (MDRT), The Premier Association of Financial Professionals®, is a global, independent association of more than 43,000 of the world's leading life insurance and financial services professionals from more than 500 companies in 67 countries. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. Members must be reapply and be certified annually, pass an ethics test and qualify for their role. MDRT membership is recognized internationally as the standard of excellence in the life insurance and financial services business.

### **About Insurance Consulting Services, Inc.**

Based in Portland, Oregon, Insurance Consulting Services, Inc. (ICS) is a recognized leader in life insurance, wealth transfer and estate planning, and business continuation for business owners and ultra-affluent individuals. ICS's planning process focuses on continuous collaboration with all of the key advisors who work on their clients' behalf to ensure successful, quality outcomes. As an Affiliate Firm of M Financial Group, ICS offers clients access to institutionally priced, proprietary insurance products that are not available through traditional retail or brokerage channels. For more information about Insurance Consulting Services, Inc., please visit [www.icspdx.com](http://www.icspdx.com). For more information about M Financial Group, please visit [www.mfin.com](http://www.mfin.com).

**#####**