

## **BIOGRAPHY**

### **JOAN S. MELANSON, CLTC, LTCP**

Joan S. Melanson is the Director of Program Promotion & Enrollment for the Federal Long Term Care Insurance Program (FLTCIP) at Long Term Care Partners, LLC.

Joan is responsible for the education of Long Term Care and its role in retirement planning and growth of the FLTCIP. She works closely with Federal agencies and affinity organizations, including active employees, annuitants, retiree organizations, members of the uniformed services, and Congressional staff. Joan manages a team of account managers and the pre-enrollment call center comprised of Certified Long Term Insurance Consultants (CLTC's) who handle inbound and outbound telephone calls.

Previously, Joan was Director of National Accounts at the Corporation for Long Term Care Certification. Joan spent 17 years at John Hancock Financial Services where she was Director of Marketing for Long Term Care Insurance, and managed various other marketing, research and sales promotional responsibilities.

Joan has an MBA in Marketing from Northeastern University, MEd in Counseling Psychology from Boston College, and BA from Tufts University.