

# 2016 ADVANCED SALES FORUM

*Advanced Sales: Soaring Through Innovation*

Title	Company
VP, Advanced Markets	Accordia Life and Annuity Company
Assistant Vice President	Accordia Life and Annuity Company
President - Advanced Underwriting	Advanced Underwriting
Director, Advanced Markets	AIG Life and Retirement
Advanced Sales Consultant	Alfa Life Insurance Corporation
Director, Advanced Sales	Alfa Life Insurance Corporation
Vice President, Advanced Markets	Allianz Life Insurance Company of North America
Financial Consultant	Allstate Financial
VP, Advanced Markets	American General Life Insurance Company
Sr. Franchise Field VP	Ameriprise Financial
Senior Sales Director, Advanced Markets	Ameritas Life Insurance Corp.
2nd Vice President, Advanced Markets	Ameritas Life Insurance Corp.
CEO	Ashar Group LLC
President	Ashar Group LLC
Sr. Vice President, Government Affairs	Association for Advanced Life Underwriting
Manager, Life Products	Assurity Life Insurance Company
Director, Estate and Charitable Planning Group	AXA Financial
AVP, Advanced Markets	AXA Financial
Assistant Vice President, Advanced Marketing	AXA Financial
Vice President, Advanced Markets, AXA Distributors	AXA Financial
Partner	Bryan Cave, LLP
Advanced Markets Manager	Cincinnati Life Insurance Company
VP, Advanced Markets	Columbus Life Insurance Company
Manager, Financial Security Field Support	COUNTRY Financial
Counsel	Drinker Biddle & Reath LLP
Sr. Client Consultation Specialist/Team Leader	Edward D. Jones & Co., L.P.
Wealth Management Consultant	Farm Bureau Life Insurance Company
Director of Advanced Markets	Farmers New World Life Insurance Company
Advanced Markets Manager	Farmers New World Life Insurance Company
Advanced Life Manager & Counsel	Federated Life Insurance Company
Sr. Advance Sales/Leader	Genworth Financial
President & CEO	Gracie Point Holdings, LLC
Director, Advanced Sales Support, Insurance	Great-West Life Assurance Company
Advanced Markets Attorney	Guardian Life Insurance Company of America
Director, Head of Qualified Plan Marketing	Guardian Life Insurance Company of America
AVP, Advanced Sales	Guardian Life Insurance Company of America
President	Hoopis Performance Network

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VP, Sales	Hoopis Performance Network
CEO	Hoopis Performance Network
Director	John Hancock Life Insurance Company (U.S.A.)
AVP & Associate Counsel, Advanced Markets	John Hancock Life Insurance Company (U.S.A.)
Author, Consultant, Speaker	JosephJordan.com
Partner	Keebler & Associates, LLP
Director, Business Development	LIMRA
Senior Meeting Planner	LIMRA
Conference Coordinator	LIMRA
Multi-Media Technical Specialist	LIMRA
Corporate Vice President	LIMRA
Vice President & Chief Underwriter	Lincoln Financial Group
Advanced Sales Consultant	Lincoln Financial Group
Advanced Sales Attorney	Lincoln Financial Group
Director - Sales Concepts	Lincoln National Life Insurance Company
Client Relationship Director	LL Global Services, Inc.
Advanced Planning Attorney	LPL Financial Services
Director, Advanced Markets & Sales Support	M Financial Group
Business Development Analyst	MAPFRE Insurance
Assistant Vice President, Advanced Markets	Massachusetts Mutual Life Insurance Company
Director, Estate & Business Planning	Massachusetts Mutual Life Insurance Company
Partner	McDermott, Will & Emery
Advanced Markets Associate	MetLife
Advanced Markets Consultant	MetLife
Advanced Markets Case Consultant	MetLife
Advanced Markets Consultant	MetLife
Director, Advanced Markets	MetLife
Director, Advanced Sales	Metlife Insurance Company USA
Advanced Marketing Director	Minnesota Life Insurance Company
Senior Advanced Marketing Counsel	Minnesota Life Insurance Company
Advanced Sales Analyst	Modern Woodmen of America
Advanced Sales Associate	Modern Woodmen of America
Counsel	Modern Woodmen of America
Advanced Markets Attorney	Mutual of Omaha Insurance Company
Advanced Sales Specialist	National Life Insurance Company
Vice President - Nationwide Retirement Institute	Nationwide Financial
Regional Vice President	Nationwide Financial
Senior Director	Nationwide Financial

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Corporate Vice President, Agency	New York Life Insurance Company
CEO & VP	New York Life Insurance Company
SVP Strategic Resources	NFP Insurance Services, Inc.
Sr. Advanced Sales Consultant	Ohio National Life Insurance Company
Sr. Advanced Marketing Consultant	Pacific Life Insurance Company
Senior Advanced Marketing Consultant	Pacific Life Insurance Company
Digital Marketing Specialist	Pacific Life Insurance Company
VP Marketing & Innovations	Pacific Life Insurance Company
Manager, Advanced Designs	Pacific Life Insurance Company
President, CCL Financial Group	Penn Mutual Life Insurance Company
Vice President, Advanced Sales	Penn Mutual Life Insurance Company
Advanced Sales Attorney	Penn Mutual Life Insurance Company
Attorney	Pentera Group, Inc.
Vice President	Pentera Group, Inc.
CEO	PRI Pensionsgaranti
Director, Advanced Solutions	Principal Financial Group, Inc.
2nd VP - Advanced Sales	Protective Life Insurance Company
Vice President, Advanced Marketing	Prudential
Director of Advanced Strategies	RiverSource Life Insurance Company
President	Schwartz Benefit Services, Inc
Advanced Strategies Counsel	Securian Financial Group
Principal	Southport Compass, LLC
Advanced Planning Consultant	State Farm Life Insurance Company
Attorney	State Farm Life Insurance Company
Counsel	State Farm Life Insurance Company
Function Manager - Advanced Planning	State Farm Life Insurance Company
Director, Advanced Markets	Teachers Insurance and Annuity Association of America
President	The Herman Agency, Inc.
Manager Advanced/Retirement Consulting	Thrivent Financial for Lutherans
Director, Advice Services	Thrivent Financial for Lutherans
Manager, Advice Tools	Thrivent Financial for Lutherans
Advanced Markets Consultant	TIAA-CREF
Vice President, Advanced Marketing	Voya Financial, Inc.
VP Manager, Advanced Case Design	Wells Fargo & Company