



2010

Producer's Guide to Brokerage General Agencies and other wholesalers

Welcome to *Life Insurance Selling's* 13th annual "Producer's Guide to Brokerage General Agencies and other wholesalers." This guide includes alphabetical listings, contact information and product category listings for 45 brokerage general agencies (BGAs) and other wholesalers throughout the United States.

In addition to the product listings, the BGAs and wholesalers that participated in this survey have provided information about how they support producers' marketing efforts and whether they offer support via the Internet. This full Web version contains all of that information.

We encourage you to follow up with any BGA or wholesaler that captures your interest to find out more about the firm's offerings. As you work to place new business, enhance existing business, or move into more advanced markets, we hope this guide will serve as a useful resource.

— The Editors

Companies

	Accident Insurance	Cafeteria Plans/Section 125	Critical Illness	Disability Income Insurance	Employee Benefits	Final Expense Plans	Fixed Annuities	Health Savings Accounts	Impaired Risk Life	Impaired Risk Disability	Indexed Annuities	Individual Health/Medical Plans	International Insurance	Investments	Jumbo Cases	Life Settlements	Long-Term Care	Section 401(k) Plans	Single Premium Whole Life	Survivorship Life	Tax-Sheltered Annuities/Section 403(b) Term	Term	Universal Life	Variable Annuities	Variable Life	Variable Universal Life	Whole Life
AIP Group, The 800-783-5206, Press 1 www.aiponline.net			•	•		•	•		•		•				•		•	•	•	•	•	•	•			•	
America's First Financial Corp. 800-800-6004 www.4affc.com				•		•	•		•		•				•		•		•	•	•	•	•			•	
AMZ Financial Insurance Services, LLC 866-204-7712 www.amzwebcenter.com							•				•					•			•	•		•	•			•	
Associated Brokerage Companies, Inc. 800-428-0187						•	•															•	•			•	
BackNine Insurance Services - CPS 805-557-1533 www.back9ins.com			•			•			•	•	•				•	•	•		•	•	•	•	•	•	•	•	
Benefit Program Services, Inc. 908-994-0204 www.bpsinc-online.com			•		•	•			•	•	•		•		•	•	•		•	•	•	•	•	•	•	•	

▶ BGAs AND OTHER WHOLESALERS

Companies

	Accident Insurance	Cafeteria Plans/Section 125	Critical Illness	Disability Income Insurance	Employee Benefits	Final Expense Plans	Fixed Annuities	Health Savings Accounts	Impaired Risk Life	Impaired Risk Disability	Indexed Annuities	Individual Health/Medical Plans	International Insurance	Investments	Jumbo Cases	Life Settlements	Long-Term Care	Section 401(k) Plans	Single Premium Whole Life	Survivorship Life	Tax-Sheltered Annuities/Section 403(b)Term	Term	Universal Life	Variable Annuities	Variable Life	Variable Universal Life	Whole Life	
Blumberg Financial Services, LLC 800-464-3335 http://blumbergfinancial.com			•	•	•	•	•		•	•	•			•	•		•	•	•	•	•	•	•	•	•	•	•	
Bogdan and Associates, Inc. 800-225-2286 www.bogdanins.com							•		•		•				•		•		•	•	•	•	•				•	
Brokerage Unlimited, Inc. 314-392-2841 www.brokerageunlimited.com							•		•		•				•		•		•	•	•	•	•				•	
Brokerage, Inc., The 800-442-4915 www.TheBrokerageInc.com	•		•	•	•	•	•	•	•	•	•	•	•		•		•		•	•	•	•	•				•	
Brokers Clearing House, Ltd. 800-247-5340 www.bchlif.com			•	•		•	•		•		•				•	•	•		•	•	•	•	•				•	
Calkins Kramer Insurance Inc. 800-888-1973 www.calkinskramer.com	•		•	•	•	•	•		•	•	•		•		•		•		•	•	•	•	•				•	
Champion Agency, Inc. 505-265-8511, ext. 106 www.champion-agency.com			•	•	•	•	•		•	•	•		•		•	•	•		•	•	•	•	•				•	
Cornerstone Ins. & Financial Services, Inc. 205-980-7411 www.cornerstoneins.com	•		•	•	•	•	•		•	•	•				•	•	•		•	•	•	•	•				•	
Custom Benefit Plans 866-422-9188, ext. 222 www.custombenefitplans.com	•	•	•	•	•	•	•	•	•	•	•	•			•	•	•		•	•	•	•	•				•	
Davis Life Brokerage 800-747-5612 www.DavisLife.com				•			•		•		•				•	•	•	•	•	•	•	•	•				•	
Driesbach Financial Group, Inc. 317-876-6280 www.indytrans.com			•	•	•	•	•		•		•		•		•	•	•		•	•	•	•	•	•	•	•	•	•
Dunhill Marketing & Ins. Services, Inc. 619-578-7800, ext. 113 www.dunhillinsurance.com			•	•	•	•	•		•	•	•		•		•	•	•		•	•	•	•	•	•	•	•	•	
ELA Settlement Services, LLC 800-388-0103 www.elasettlementservices.com																•												

Companies

	Accident Insurance	Cafeteria Plans/Section 125	Critical Illness	Disability Income Insurance	Employee Benefits	Final Expense Plans	Fixed Annuities	Health Savings Accounts	Impaired Risk Life	Impaired Risk Disability	Indexed Annuities	Individual Health/Medical Plans	International Insurance	Investments	Jumbo Cases	Life Settlements	Long-Term Care	Section 401(k) Plans	Single Premium Whole Life	Survivorship Life	Tax-Sheltered Annuities/Section 403(b) Term	Term	Universal Life	Variable Annuities	Variable Life	Variable Universal Life	Whole Life
Emmett Insurance Group, Inc. 305-270-0999 www.emmettinsurance.com	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Eugene Cohen Insurance Agency, Inc. 800-333-4340 www.cohenagency.com			•	•	•	•	•		•	•	•				•		•		•	•							•
Exceptional Risk Advisors, LLC 201-252-4717 www.ExceptionalRiskAdvisors.com	•			•									•		•												
Fairlane Financial Corp. 954-476-2505, ext. 235 www.888fairlane.com							•		•		•								•	•	•		•				•
Final Expense Brokerage 888-318-4498 Web site under development						•			•										•								•
Financial Brokerage, Inc. 402-697-9998 www.fb-inc.com			•	•	•	•	•		•		•				•		•	•	•	•	•	•	•				•
Fitzsimmons Brokerage Agency 973-299-1511			•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
FPA Katchen, LLC 908-810-4400 www.fpainsurance.com				•			•		•		•		•		•		•		•	•	•	•	•	•	•	•	•
Gradient Financial Group, LLC 800-407-4137 www.gradientfg.com							•		•		•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Hansen Brokerage Services, Inc. 800-746-3544 www.hansenbrokerage.com				•		•	•		•	•	•			•	•	•	•	•	•	•	•	•	•	•	•	•	•
Hunt Financial Group 800-822-4420 www.hunt-financial-group.com						•	•									•	•		•	•	•	•	•	•	•	•	•
Insurance Resources Group 888-224-4777 www.irginsurance.com	•		•	•	•	•	•		•	•	•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
J. L. Thomas & Co., Inc. 216-241-2300, ext. 28 www.jlthomasco.com	•		•	•		•			•						•	•	•		•	•	•	•		•		•	•

▶ BGAs AND OTHER WHOLESALERS

Companies

	Accident Insurance	Cafeteria Plans/Section 125	Critical Illness	Disability Income Insurance	Employee Benefits	Final Expense Plans	Fixed Annuities	Health Savings Accounts	Impaired Risk Life	Impaired Risk Disability	Indexed Annuities	Individual Health/Medical Plans	International Insurance	Investments	Jumbo Cases	Life Settlements	Long-Term Care	Section 401(k) Plans	Single Premium Whole Life	Survivorship Life	Tax-Sheltered Annuities/Section 403(b)Term	Term	Universal Life	Variable Annuities	Variable Life	Variable Universal Life	Whole Life
LTCI Partners, LLC 877-949-4582 www.ltcipartners.com																	•										
McQueen Kalligan Insurance Services, Inc. 619-295-9935 www.mcqueenfinancial.com						•	•		•		•				•	•				•		•	•				•
Petersen International Underwriters 661-254-0006 www.piu.org	•			•	•					•		•	•		•							•					
Pickett Group, Inc. 800-333-1999 www.pickett-group.com				•		•	•		•		•				•		•		•	•		•	•		•	•	•
Producers Equity Group 866-907-4275 www.ProducersEquityGroup.com						•	•		•		•			•	•	•	•		•	•	•	•	•	•	•	•	•
Resource Brokerage, LLC 800-605-7566 www.resourcebrokerage.com	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•	•	•	•	•	•	•
Secured Financial Solutions 800-957-5604 www.anilvazirani.com							•				•			•			•						•				
Senior Market Sales, Inc. 800-786-5566 www.seniormarketsales.com	•		•			•	•				•	•	•		•		•		•	•		•	•				•
Shaw American Financial Corporation 800-626-5888 www.shawamerican.com				•			•		•						•		•		•	•		•	•				•
TFS Insurance Agency, Inc. 732-758-9300 www.tfsweb.com				•		•	•		•	•	•				•	•	•		•	•	•	•	•	•	•	•	•
Washington Brokerage 206-529-9000 www.washingtonbrokerage.com						•	•		•		•				•		•		•	•	•	•	•	•	•	•	•
Western Marketing 800-852-7152 www.wmacorp.com	•		•			•	•		•		•	•			•		•		•	•		•	•				•
Zenith Marketing Group, Inc. 800-733-0054, ext. 6413 www.zenithmarketing.com			•	•	•	•	•		•	•	•		•		•		•		•	•	•	•	•				•

▶ BGAs AND OTHER WHOLESALERS

Companies	Hardware and Software Support	Training Support	Marketing Support	Internet Support
AIP Group, The Broker Consultant 800-783-5206, Press 1 www.aiponline.net All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Training software	Conference calls Continuing education classes In-house workshops Incentives for professional designations (CLU, CFP, etc.) Internet training Personal visits Third-party training books, CDs Web conferences	Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Online application status Product information Quotes available Software to download Underwriting status
America's First Financial Corp Julie Stratton 800-800-6004 www.4affc.com All states	Client management software Company/rate comparisons Technical support	Conference calls Continuing education classes In-house workshops Personal visits Web conferences	Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs Web site development	Forms available Product information Quotes available
AMZ Financial Insurance Services, LLC Allie Miller 866-204-7712 www.amzwebcenter.com All states	Client management software Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Software for lead generation Technical support Training software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Web conferences	Lead generation program Marketing materials Supplied leads Staff support for case sales Staff support for marketing programs Web site development	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Associated Brokerage Companies, Inc. Timothy Schrader 800-428-0187 All states	Product illustration download Product illustration software on CD Software for lead generation	Conference calls Personal visits Web conferences	Lead generation program Supplied leads	
BackNine Insurance Services - CPS Reid Tattersall, CLU 805-557-1533 www.back9ins.com All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support	Conference calls Continuing education classes In-house workshops Incentives for professional designations (CLU, CFP, etc.) Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs Web site development	Forms available Market tools Online application status Product information Quotes available Underwriting status
Benefit Program Services, Inc. Alan Meyerowitz 908-994-0204 www.bpsinc-online.com CT, DE, FL, MD, NC, NJ, NY, PA, SC, VA, DC	Company/rate comparisons Product illustration download Technical support	Conference calls Continuing education classes Web conferences	Staff support for case sales	Forms available Online application status Product information Quotes available
Blumberg Financial Services, LLC Alyse N. Blumberg, MEd, CLU, ChFC, CASL, CLTC 800-464-3335 http://blumbergfinancial.com Most of the U.S.	Client management software Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support Training software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Bogdan and Associates, Inc. Walt Bogdan 800-225-2286 www.bogdanins.com AZ, CO, CT, FL, IA, IL, IN, MD, MI, MN, MO, NJ, NV, OH, TX, WI, WV	Company/rate comparisons Product illustration download			Forms available Product information Quotes available
Brokerage Unlimited, Inc. Michael Tessler 314-392-2841 www.brokerageunlimited.com All states	Company/rate comparisons Product illustration download Sales presentation software Technical support Training software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Underwriting status
Brokerage, Inc., The Mike Smith 800-442-4915 www.TheBrokerageInc.com All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Training software Free quote engines online for term life and major medical	Conference calls Continuing education classes In-house workshops Internet training Personal visits Web conferences	Lead generation program Marketing materials Supplied leads Staff support for case sales Staff support for marketing programs Web site development Free Web site for our brokers	Forms available Market tools Product information Quotes available Software to download

BGAs AND OTHER WHOLESALERS

Companies	Hardware and Software Support	Training Support	Marketing Support	Internet Support
Brokers Clearing House, Ltd. Debbie Hannam 800-247-5340 www.bchlfe.com All states except AK, VI, Guam, PR	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Training software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs Sales concepts seminars	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Calkins Kramer Insurance Inc Kyle V Calkins 800-888-1973 www.calkinskramer.com All states	Company/rate comparisons Product illustration download	Continuing education classes Web conferences	Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download
Champion Agency, Inc. Kenneth Sapon R.Ph., LUTCF, CLU 505-265-8511, ext. 106 www.champion-agency.com All states	Client management software Company/rate comparisons Hardware support Product illustration download Product illustration software on CD Sales presentation software Technical support Training software	Conference calls Continuing education classes In-house workshops Incentives for professional designations (CLU, CFP, etc.) Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Web site development	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Cornerstone Ins. & Financial Services, Inc. Rick Radford 205-980-7411 www.cornerstonesins.com Most of the U.S.	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support Training software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Custom Benefit Plans Greg DuPlessis 866-422-9188, ext. 222 www.custombenefitplans.com All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support Training software	Conference calls In-house workshops Internet training Web conferences	Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Underwriting status
Davis Life Brokerage Marketing Team 800-747-5612 www.DavisLife.com All states	Company/rate comparisons Product illustration download	Conference calls In-house workshops Internet training Personal visits Web conferences	As needed Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Product information Quotes available
Driesbach Financial Group, Inc. R. Michael Young 317-876-6280 www.indytrans.com All states	Company/rate comparisons Product illustration download	Conference calls Continuing education classes In-house workshops Personal visits Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Product information Quotes available
Dunhill Marketing & Ins. Services, Inc. Tony Steigerwald, President 619-578-7800, ext. 113 www.dunhillinsurance.com International All states	Client management software Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Software for lead generation Technical support Training software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Lead generation program Marketing materials Supplied leads Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
ELA Settlement Services, LLC Paul H. Nagelberg 800-388-0103 www.elasettlementservices.com All states except AK, KY, MT, ND, OR, WV, VI, Guam, PR	None	Conference calls Web conferences	Marketing materials	Forms available
Emmett Insurance Group, Inc. Ethan Emmett 305-270-0999 www.emmettinsurance.com International All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support	Conference calls Continuing education classes In-house workshops Incentives for professional designations (CLU, CFP, etc.) Internet training Personal visits Web conferences	As needed Marketing materials Supplied leads Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status Our monthly newsletter

BGAs AND OTHER WHOLESALERS

Companies	Hardware and Software Support	Training Support	Marketing Support	Internet Support
Eugene Cohen Insurance Agency, Inc. Michael Cohen 800-333-4340 www.cohenagency.com Most of the U.S.	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Training software	Conference calls In-house workshops Internet training Personal visits Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Underwriting status
Exceptional Risk Advisors, LLC Sean McNiff 201-252-4717 www.ExceptionalRiskAdvisors.com All states	None	Conference calls Continuing education classes Personal visits Web conferences	As needed Marketing materials	Product information
Fairlane Financial Corp. Ron D. Lane, Jr. 954-476-2505, ext. 235 www.888fairlane.com All states	Company/rate comparisons Product illustration download Product illustration software on CD Technical support		As needed Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Product information Quotes available
Final Expense Brokerage Rob Swanson 888-318-4498 Web site under development All states except MA, NY, WA, Guam, PR	Product illustration download Product illustration software on CD	Conference calls Web conferences	Marketing materials	
Financial Brokerage, Inc. Shelly Whitaker 402-697-9998 www.fb-inc.com All states	Company/rate comparisons Product illustration download Product illustration software on CD Technical support	Conference calls In-house workshops Incentives for professional designations (CLU, CFP, etc.) Internet training Third-party training books, CDs Web conferences	Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Fitzsimmons Brokerage Agency Michael T. Fitzsimmons, CLU, LTCP 973-299-1511 All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support	Conference calls In-house workshops Personal visits	As needed Marketing materials Staff support for case sales Staff support for marketing programs	
FPA Katchen, LLC Benjamin J. Bishkoff 908-810-4400 www.fpainsurance.com Most of the U.S.	Company/rate comparisons Product illustration download Sales presentation software	Conference calls Continuing education classes Personal visits Study groups	Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Product information Quotes available Software to download
Gradient Financial Group, LLC 800-407-4137 www.gradientfg.com All states	Client management software Company/rate comparisons Product illustration download Sales presentation software Training software	Conference calls In-house workshops Internet training Personal visits Third-party training books, CDs Web conferences	As needed Lead generation program Marketing materials Supplied leads Staff support for case sales Staff support for marketing programs Web site development Logo, business card, letterhead, brochure design and more	Forms available Market tools Product information Software to download
Hansen Brokerage Services, Inc. Scott Hansen 800-746-3544 www.hansenbrokerage.com All states except NY	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Hunt Financial Group Ashley Bosco 800-822-4420 www.hunt-financial-group.com All states	Client management software Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software	Conference calls Continuing education classes In-house workshops Internet training Personal visits Web conferences	As needed Marketing materials Supplied leads Staff support for case sales Staff support for marketing programs	Forms available Market tools Product information Quotes available
Insurance Resources Group Mehrdad Taghdiri 888-224-4777 www.irginsurance.com All states	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Training software	Conference calls Internet training Personal visits Third-party training books, CDs Web conferences	As needed Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Product information Quotes available Software to download

▶ BGAs AND OTHER WHOLESALERS

Companies	Hardware and Software Support	Training Support	Marketing Support	Internet Support
J. L. Thomas & Co., Inc. Mike Thomas, CLU 216-241-2300, ext. 28 www.jlthomasco.com AZ, CA, FL, GA, HI, IN, KY, MN, MS, NC, NY, OH, PA, SC, TX, VA, WA, WI, DC	Company/rate comparisons Product illustration download Product illustration software on CD Technical support	Continuing education classes In-house workshops Personal visits	As needed Marketing materials Staff support for case sales	Forms available Market tools Product information Quotes available
LTCI Partners, LLC Tom Riekse, Jr. 877-949-4582 www.ltcipartners.com All states	Company/rate comparisons Product illustration download Sales presentation software	Conference calls Continuing education classes In-house workshops Personal visits Web conferences	Marketing materials Staff support for case sales	Forms available Online application status Product information Quotes available Software to download
McQueen Kalligan Ins. Services, Inc. Tim McQueen 619-295-9935 www.mcqueenfinancial.com Most of the U.S.	Company/rate comparisons Product illustration download Sales presentation software	Conference calls Continuing education classes In-house workshops Personal visits Web conferences	As needed Marketing materials	Forms available Market tools Product information Quotes available
Petersen International Underwriters Thomas Petersen 661-254-0006 www.piu.org International All states	None	Conference calls In-house workshops Internet training Personal visits Web conferences Meetings on Demand	As needed Marketing materials	Forms available Market tools Online application status Product information Quotes available Underwriting status Meetings on Demand
Pickett Group, Inc. Tim Pickett 800-333-1999 www.pickett-group.com Central U.S.	Company/rate comparisons Product illustration download	Conference calls Personal visits Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales	Forms available Market tools Online application status Product information Quotes available Software to download
Producers Equity Group Jeremy Rettick 866-907-4275 www.ProducersEquityGroup.com All states	Company/rate comparisons Product illustration download Sales presentation software Technical support Training software	Conference calls In-house workshops Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs Web site development	Forms available Product information Quotes available Software to download
Resource Brokerage, LLC Michael J. Walls, LTCP 800-605-7566 www.resourcebrokerage.com All states except HI, Guam, PR	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support Training software	Conference calls Continuing education classes In-house workshops Incentives for professional designations (CLU, CFP, etc.) Internet training Personal visits Study groups Third-party training books, CDs Web conferences	As needed Marketing materials Staff support for case sales Staff support for marketing programs Web site development Free Web sites	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Secured Financial Solutions Kristine Fletcher 800-957-5604 www.anilvazirani.com All states	Product illustration download Sales presentation software Technical support	Continuing education classes In-house workshops Personal visits Third-party training books, CDs Personalized and customized powerpoint presentations	As needed Marketing materials Staff support for case sales Web site development	Market tools Product information
Senior Market Sales, Inc. Jim Summers 800-786-5566 www.seniormarketsales.com All states	Client management software Company/rate comparisons Product illustration download Sales presentation software Technical support	Conference calls Continuing education classes In-house workshops Internet training Web conferences	Lead generation program Marketing materials Supplied leads Staff support for case sales Web site development	Forms available Market tools Product information Quotes available Software to download Training & events, industry news, online access to leads
Shaw American Financial Corporation Jon Shaw 800-626-5888 www.shawamerican.com All states except DC, VI, Guam, PR	Company/rate comparisons Product illustration download	Continuing education classes	Marketing materials Staff support for case sales	Forms available Online application status Product information Quotes available Underwriting status

▶ BGAs AND OTHER WHOLESALERS

Companies	Hardware and Software Support	Training Support	Marketing Support	Internet Support
TFS Insurance Agency, Inc. Steven Hipsher 732-758-9300 www.tfsweb.com Most of the U.S. Mid-Atlantic states	Client management software Company/rate comparisons Product illustration download Sales presentation software	Conference calls Continuing education classes In-house workshops Personal visits Web conferences	As needed Lead generation program Marketing materials Staff support for case sales Staff support for marketing programs	Forms available Market tools Online application status Product information Quotes available Software to download Underwriting status
Washington Brokerage Mark Ingersoll 206-529-9000 www.washingtonbrokerage.com Northwest AK, CA, ID, NC, OR, WA, WY	Company/rate comparisons Product illustration download Product illustration software on CD Technical support	Conference calls In-house workshops Internet training Personal visits Web conferences	As needed Marketing materials Staff support for case sales	Forms available Online application status Product information Quotes available Software to download
Western Marketing Doug West 800-852-7152 www.wmacorp.com All states except AK, OH, Guam, PR	Company/rate comparisons Product illustration download Product illustration software on CD Sales presentation software Technical support Training software	Conference calls Internet training Personal visits Web conferences	Lead generation program Marketing materials Staff support for marketing programs	Forms available Market tools Product information Quotes available
Zenith Marketing Group, Inc. Tony DeGregorio 800-733-0054, ext. 6413 www.zenithmarketing.com All states except VI, Guam, PR	Company/rate comparisons Product illustration download	Conference calls Continuing education classes In-house workshops Internet training Study groups Web conferences	Marketing materials Staff support for case sales	Forms available Online application status Product information Quotes available Software to download Calculators Impaired Risk solution center, Underwriting guidelines