



# Welcome

**Liz Kaplan**

Senior Vice President and General Manager, Independent Channel  
Crump Life Insurance Services

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# Tax Changes Coming Soon

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# Crump Leadership

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**Rob Carney**  
CEO



**Mike Martini**  
President



**Jim Duff**  
Senior VP and  
General Manager



**Jason VanAarle**  
Senior VP



**Darryl Marshall**  
Senior VP and  
General Manager



**Michael Amoia**  
Senior VP,  
Advanced Sales



**Mike Malinowski**  
VP, Sales



**Andy Shane**  
VP, Sales



**Brian Propst**  
VP, Sales



**Shelley Johns**  
VP, Underwriting



**Susan Kenzig**  
VP, Client Services



**Hengameh Sedghi**  
VP, Internal Sales

# Today's Hosts

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**Scott Conley**  
Regional Director



**Michael Amoia, JD, LL.M (Taxation), CLU<sup>®</sup>, ChFC<sup>®</sup>**  
Senior VP, Advanced Sales

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# Next Week's Sessions

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Monday,  
November 1

- Sales Ideas for Estate and Personal Planning

Tuesday,  
November 2

- Expediting Your Sales with Automation

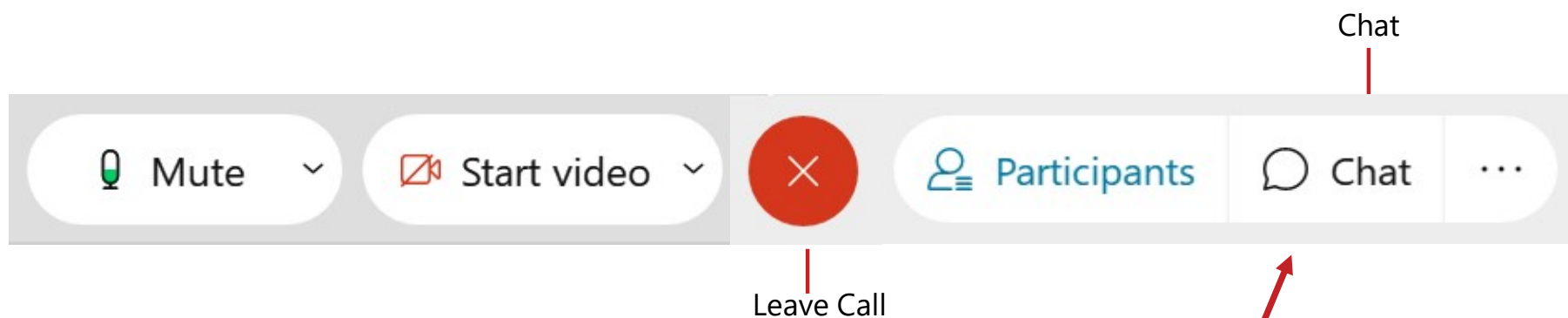
Wednesday,  
November 3

- Meeting More Clients' Needs with Tailored Product Solutions

Thursday,  
November 4

- Comprehensive Protection: Sales Ideas Beyond Life Insurance

# How to Engage During the Call



Use the **Chat box** to message with the group

Need assistance during the call? Use the chat feature to connect with **Crump Marketing Solutions**.



# The Latest from Washington

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Prudential