



# Meet your OneAmerica<sup>®</sup> Sales Development Partner

## Lauren Xanders, CLTC

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### Contact Lauren

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### Responsibilities

As a OneAmerica Sales Development Partner, Lauren is dedicated to helping meet the strategic marketing needs and goals of distribution partners that want to thrive in the ABLTC space by bringing unique perspective in the development of tailored marketing strategies designed to enhance visibility, reach, and influence needed to experience true growth in LTC business.

In addition to the value she can bring to your business from a marketing standpoint, is her insight geared towards financial professionals on leveraging the power of social media in an ever-evolving digital, and socially distant world.

### Career history

Lauren is a Delta Sigma Pi Alumni, who attended Indiana University's Kelley School of Business where she earned her Bachelor's in Business Finance. Her background stems from the financial institution setting, where she spent three years as a Licensed Banker/Investment Representative before coming to OneAmerica in 2017. She began her OneAmerica career as an Internal Sales Partner, dedicated to providing Care Solutions sales support and education to financial professionals in Banks and Broker-Dealers, before transitioning into the Sales Development role where she now supports all levels within the Brokerage distribution channel. Lauren will be celebrating 5 years with OneAmerica in January 2022!

### Professional designations & licenses

Lauren holds the Certification in Long-Term Care (CLTC)  
FINRA Series 6 and 63

### Personal

Lauren resides in the heart of Fishers, Indiana, with her 11-year-old son (Jordan), and French Bulldog named Luke. When she is not working, she enjoys spending time with family, the outdoors (especially camping), traveling, game nights, and seeking after the next challenge or adventure life brings her way.

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OneAmerica<sup>®</sup> is the marketing name for the companies of OneAmerica. Products issued and underwritten by The State Life Insurance Company<sup>®</sup> (State Life), Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite.

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