

Meet your Business Solutions Team for Commercial Bank

Territories:
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We are pleased to introduce the Truist Life Insurance Service (LIS) Business Solutions Team (BST). This team is solely focused on the business clients of Truist Commercial Community Banking (CCB) and McGriff¹ through collaboration with Truist Wealth. They will provide an integrated approach when consulting with your business clients in order to provide a seamless delivery of life insurance, long term care/linked benefits, and disability insurance products and solutions.

Business Solutions Strategist (BSS)



Todd Wachtel

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The Business Solutions Strategist (BSS) is an in-market insurance professional who partners with Truist CCB and McGriff¹ to provide business solutions for successful corporations and businesses. As a BSS, Todd is responsible for supporting the discovery, design and implementation of complex business insurance strategies. Through the power of IRM, he will partner with additional Truist professionals to help deliver best-in-class solutions to a broad range of business client needs.

Business Insurance Strategist (BIS)



Seth McPheeters

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Seth.McPheeters@TruistLife.com
Click [here](#) to schedule a meeting

The Business Insurance Strategist (BIS) is a centralized (virtual) teammate supporting all territories within Truist CCB and McGriff¹. **As a BIS, Seth is the primary point of contact for the Business Connect team** and is also responsible for assisting his BSS teammate as applicable in the design and implementation of customized solutions to meet the goals and objectives of business clients.

For Business Connect coverage information, click [here](#).

Business Development Specialist (BDS)



Curt Weaver

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Click [here](#) to schedule a meeting

Unique to Truist LIS, the BST Business Development Specialist (BDS) is an internal role dedicated to business entities of Truist CCB and McGriff¹. As a BDS, Curt provides education and marketing support to identify opportunities, articulate the referral process, and direct IRM partners to the business solutions strategist for design and implementation.

Leadership contact



Michael Rusk
SVP, Sales—BST
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¹McGriff Insurance Services, LLC

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