Meet your Business Solutions Team for Commercial Bank

Territories: AL, NC

We are pleased to introduce the Truist Life Insurance Service (LIS) Business Solutions Team (BST). This team is solely focused on Truist's business clients through collaborating with Commercial Community Banking (CCB), McGriff¹, and 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)



Team Leader **Ryan Clodfelter** 919-604-8214 <u>Ryan.Clodfelter@TruistLife.com</u> The Business Solutions Strategist (BSS) is an in-market insurance professional who partners with Commercial and McGriff¹ to provide business solutions for successful corporations and businesses. As a BSS, Ryan 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)



Team Leader **John Kempf** 980-800-4587 John.Kempf@TruistLife.com Click <u>here</u> to schedule a meeting The Business Insurance Strategist (BIS) is a centralized (virtual) teammate supporting all territories within Commercial and McGriff¹. **As a BIS, John 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)

ife Insurance

Services



<u>Curt Weaver</u> 470-539-7244 <u>Curt.Weaver@TruistLife.com</u> Click here to schedule a meeting Unique to Truist, the Business Development Specialist (BDS) is an internal role dedicated to business entities of the Commercial and McGriff¹ lines of business. 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.





Mike Rusk SVP, Sales—BST Michael.Rusk@Crump.com

¹McGriff Insurance Services, LLC

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