Meet your Business Solutions Team for Commercial Bank

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>



<u>Scott Grooms</u> 817-320-6941 Scott.Grooms@TruistLife.com The Business Solutions Strategist (BSSs) are in-market insurance professionals who partner with Commercial and McGriff¹ to provide business solutions for successful corporations and businesses. As a BSS, Ryan and Scott are responsible for supporting the discovery, design and implementation of complex business insurance strategies. Through the power of IRM, they will partner with additional Truist professionals to help deliver best-inclass solutions to a broad range of business client needs.

Business Insurance Strategist (BIS)



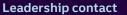
Team Leader John Kempf 980-800-4587 John.Kempf@TruistLife.com Click here to schedule a meeting The Business Insurance Strategist (BIS) is a centralized (virtual) teammate supporting all territories within Commercial and McGriff¹. **As a BIS, John is the primary point of contact for the Business Connect 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)



Curt Weaver 470-539-7244 Curt.Weaver@TruistLife.com 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

For Financial Professional Use Only. Insurance products are available through Truist Life Insurance Services, a division of Crump Life Insurance Services, LLC, Arkansas License #100103477. Products and programs offered through Crump are not approved for use in all states. Not all applicants will qualify for coverage. Policy terms, conditions, and limitations will apply. Crump does not provide any tax or legal advice. Variable insurance material is for broker-dealer or registered representative use only. Variable products distributed by P.J. Robb Variable, LLC, Arkansas License #100110185. Member FINRA. 09.24 TLIS24-2992-A, exp. 03.26 © 2024 Crump Life Insurance Services. All Rights Reserved.