

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 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

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Scott Grooms

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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-in-class solutions to a broad range of business client needs.

Business Insurance Strategist (BIS)



Team Leader

John Kempf

980-800-4587

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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

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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.

Leadership contact



Mike Rusk

SVP, Sales—BST

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