

Meet your Business Solutions Team for McGriff¹

Territories:
CO, MO, OR, WA

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 Insurance Strategist (BIS)



Lori Meter

704-604-3296

Lori.Meter@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, Lori is the primary point of contact for the Private Client team** and is also responsible for assisting her Business Solutions Strategist (BSS) teammate as applicable in the design and implementation of customized solutions to meet the goals and objectives of business clients.

For Private Client coverage information, click [here](#).

Business Development Specialist (BDS)



Ani Morris

352-355-7337

Ani.Morris@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 McGriff¹ and Commercial lines of business. As a BDS, Ani 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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¹McGriff Insurance Services, LLC

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