


# Meet your Business Solutions Team for McGriff<sup>1</sup>

**Territories:**  
IN, MN

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 McGriff<sup>1</sup>, Commercial Community Banking (CCB), 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)**




**Seth McPheeters**  
704-999-5042  
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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 McGriff<sup>1</sup>. **As a BIS, Seth is the primary point of contact for the Private Client team** and is also responsible for assisting his 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  
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Click [here](#) to schedule a meeting

Unique to Truist, the Business Development Specialist (BDS) is an internal role dedicated to business entities of the McGriff<sup>1</sup> 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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<sup>1</sup>McGriff Insurance Services, LLC  
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