

NAIFA East Central IL Meeting

Friday, March 29, 2019

11:30 – 1:00 p.m.

Baxters American Grill, 100 Trade Center Drive, Champaign

Guest Speaker: John W. Wheeler, Jr.

CFP®, CLU®, CHFC®, CRPC®, LUTCF®

Fast & Furious Sales Ideas & Concepts

John Wheeler, Jr. is the Executive Vice President of MassMutual Chicago and Water Tower Financial Partners, LLC, and is a registered principal and financial advisor with MML Investors Services, LLC. (MMLIS). With an extensive background in the financial services industry dating back to 1969, John supports the agency through seminars, advanced joint sales work, recruiting and the development of our financial planning endeavor. A well-known speaker in the financial services industry and various Bar Associations, he has been quoted in such publications as Money Magazine, Life Insurance Selling, Investment News, The National Underwriter, and The Journal of Financial Planning.



From 1995-2002, he was an approved provider for the Long-Term Care Licensing requirement by the Illinois Department of Insurance. He is on the faculty of the College for Financial Planning and has taught various Certification programs including the CRPC® and the CFP®. He is one of three people in the United States currently teaching the entire CFP® certification program, which he has taught since 1985. He was chosen as one of five individuals by the College to serve on the Adjunct Faculty Advisory Board. He has also taught for DePaul University for the Office of Continuing and Professional Education and has been a frequent lecturer for The Insurance Sales Institute at Purdue University.

John currently serves on the Board of Trustees of NAIFA National and received the Distinguished Service Award by NAIFA Illinois in 2017. John served as President of NAIFA Illinois and is an active member and Ambassador of the Association for Advance Life Underwriting. John has qualified numerous times as a member of the Million Dollar Round Table and is also a member of Forum 400.

**1 General Continuing Education Credit Approved

Free to NAIFA Members - Guests fee is \$15, and they are welcome and encouraged!

RSVP to Sara Decatoire at sara@naifa-il.com or call 217-529-0126 by March 20th.