



Tim Gelinas

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HOW MY FMO WORKS FOR ME

Tim Gelinas, CSA, has been a financial advisor for 10 years, 4½ of those years have been as president of Senior Financial Planning in Atlanta. Tim concentrates on the senior market, offering his clients annuities, life insurance, and LTC insurance. Annuities are his most popular product. And his numbers confirm this.

In 2007, Tim did about \$5 million in annuity sales. And get this ... for just the first eight months of 2008 Tim has already hit the \$6 million mark. So what does a big producer like Tim owe his success to? Obviously, it takes hard work and perseverance to become a multi-million dollar agent. But Tim also attributes a big part of success to his FMO.

Tim has worked with several FMOs during his career. However, for the past eight years, he has found that Ann Arbor Annuity Exchange beats the others ... hands down. They have the best companies, the best marketing programs, and the best administrative support. He especially appreciates the great service on transfers such as IRA transfers and rollovers, and 1035 Exchanges. James Ruhle is Tim's personal marketer at Ann Arbor Annuity Exchange. And Tim gave a recent example of the type of service that agents can expect from all the marketing consultants, like James, at Ann Arbor Annuity Exchange.

It seems that Tim had a client, husband and wife, who wanted to

1035 Exchange \$700,000 from their existing annuities. However, they requested a specific feature that was not available at the time.

James told Tim that a new annuity was in the works that would include the feature Tim's client wanted. Tim let his client know that what they were looking for would be on the market soon. And the moment it became available he would let them know.

James kept Tim up to speed on the progression of the new product. And as soon as it was available Tim called his client and had the \$700,000 transferred without any problems. Tim credits the ease of the sale to James' and Ann Arbor Annuity Exchange's attention to details and their follow through. The other big factor for Tim's success is his "ESS Life Track". This is a service he developed to help clients organize their financial affairs as well as provide administrative assistance for estate executors. And Ann Arbor Annuity Exchange subsidizes the licensing fee for agents who want to offer this proprietary marketing tool.

Tim can't stop talking about Ann Arbor Annuity Exchange. He says that they appreciate his business. They know him. They're helpful and respectful of his and his clients' needs.

Ann Arbor Annuity Exchange has earned his trust and his business.

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