

# Brian Kortright

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## **Professional Statement**

Dynamic professional with 20 years of experience in the wholesale annuity and life insurance sectors, adept at building relationships and driving business growth both over the phone and in person. My strong technical and analytical skills enable me to excel in problem-solving and ensure meticulous attention to detail. I am committed to maintaining ethical standards and regulatory compliance while pursuing innovative business development strategies. My aspiration is to advance my career in management.

## **Work Experience**

### **National Annuity and Life Insurance Wholesale Company**

**Employee/Manager**

**Omaha, NE**

2006—2023

- Because of Covid this company has been crippled
- Created the initial business plan and strategic development ideas for the company
- Established sales to insurance agents with an emphasis on fixed annuities
- Created marketing, human resource, licensing, and recruiting departments
- Recruited agents and employees
- Managed employee training and work structure
- Maintained daily operations and employee management
- Manage and monitor all annuity sales
- Coordinate sales and marketing strategies
- Hosted seminars for clients and potential clients
- Reviewed all telesales marketing
- Ability to manage all aspects of business while providing the appropriate support to all clients and team members

**Millennium Marketing Group, Inc.**  
**National Annuity and Life Insurance Wholesale Company**  
**Employee**  
**Omaha, NE and Houston, TX** 1998—2006

- Developed insurance agent and broker recruiting scripts and fact finders
- Established agent annuity and life insurance selling systems
- Responsible for developing client mailers, marketing campaigns, and financial advertisements
- Establish a training system for the Federal Government Employee Market

Keeping a solid Performa was one of my responsibilities. I found the easiest way to track the business from a Performa standpoint was to measure how many new clients would come into the company. How many clients would stay after they became a client? And how to overall increase the case size of the company per sale.

### **Skills**

- Possess excellent management, supervising, and interpersonal skills.
- Stays on task while continuing to develop programs that will boost sales and increase employee morale.
- Strong technical, communication, and problem-solving skills.
- Excellent knowledge of the annuity and life insurance business.
- Competent with computers and related software—Word, Excel, Quick Books, Quiken, PowerPoint.

### **Licenses and Certifications**

- Dale Carnegie Team and Corporate Training Course 2001
- Annuity/Life/Health Insurance License 1997—current

## **Education**

- Metropolitan Community College 1994—1996
- Emphasis on Business
- Omaha, NE
- Westside High School 1989 -1993
- Omaha, NE

## **References:**

**MaryCarmen Madson**

**402.215.6572**

**Matt Kortright**

**(402) 290-3462**

In Conclusion: I am eager to begin my carrier. I am a motivated person and this is the field I am built for.