

## ADVANCED MARKETS

You get all the sales support you need for your high-net-worth clients and business prospects from our highly qualified, experienced Advanced Markets department. We can help you identify individual, business and estate planning needs, assist with traditional advanced markets issues as well as develop innovative, custom-tailored solutions for your challenging advanced sales situations.



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### ADVANCED MARKETS CAN ASSIST YOU ON THESE AND OTHER TOPICS:

- 1035 Exchanges
- Business Succession Planning
- Charitable Planning
- Creditor/Asset Protection Planning
- Estate Planning
- Key Person/ Executive Bonus
- Non-resident Planning (Foreign National)
- Non-qualified Executive Benefits
- Premium Financing
- Simplified Issue/Guarantee Issue
- Split Dollar/Private Financing
- Stretch/Inherited IRA Planning

### VALUABLE RESOURCES AVAILABLE FROM YOUR ADVANCED MARKETS TEAM:

**Advanced Market Essentials** - Extensive agent guide on estate planning, business planning and retirement planning.

**Advanced Sales Insider** - Hosted by Randy Zipse, Advanced Sales Insider is a podcast series developed for life insurance producers who are interested in growing their business based on a deeper understanding of current topics in insurance and planning.

**Advanced Planning Concept Kits** - A variety of agent — and consumer — approved materials on subjects including business continuation planning, estate planning, key person coverage, executive bonus plans, non-qualified executive benefits, foreign nationals, and retirement planning.

**Insights from Advanced Markets** - Concise materials that address current advanced sales opportunities.

**Advanced Markets Suite** - Reference tools, calculators, sample documents, and client presentations on a variety of advanced sales concepts.

**Proprietary Concept Proposal System** - Software linked to Global Atlantic's illustration system to present advanced concepts to clients.

**S.T.O.P. Selling System** - Consumer kit, producer training and support for our proprietary "Solve the Owner's Problems" sales approach that presents life insurance as the solution to eight problems business owners commonly face.

## CONTACT US

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