

# Meet Your North American Sales Representative

## Dave Murphy

CLU, ChFC, FLMI

*Sales Vice President*

North American Company sales vice president Dave Murphy is responsible for National Accounts. These national marketing organizations are comprised of multiple MGAs spread all across the country. Dave has monthly calls with the executive teams within these organizations. In addition to National Accounts, Dave is responsible for life sales within Region 3, which includes Indiana, Kentucky, Michigan, and Ohio. The independent Partner MGAs within Dave's region receive quarterly visits, monthly scorecard review calls, and regular check-in calls. The purpose of every contact is to help these independent partners achieve their sales goals and revenue objectives, and to combine North American's products and sales tools to help the downline agents serve more people more effectively.

Dave came to North American Company in 2007 from U.S. Financial Life Insurance Company in Cincinnati, Ohio where he served as vice president of distribution. Prior to U.S. Financial Life Insurance Company, he was Northeast region field sales vice president at Union Central Life and Investments in Cincinnati, Ohio. Dave entered the industry as a career agent for Met Life. He has dedicated his entire career to life insurance and remains passionate about the peace of mind, financial control, and choices that people have when they own the right kind and amount of life insurance.



**Contact Dave today and help grow your business!**

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