

INTRODUCING YOUR RESOURCE TEAM

AIP Marketing Alliance (AIPMA) is a national wholesaler focusing on life insurance and fixed annuities. Since 1980, AIPMA has had the same goal – to help its more than 50,000 agents grow their business. With access to more than 40 of the best-rated carriers for life insurance and fixed annuity products, AIPMA provides the experience, sales resources, online tools, and case management contracting and new business support to complement your personal sales strategy. If you have any questions, please reach out to your AIPMA team!

Your AIPMA Support Team



Kurt Baumgartner, Annuity Business Development Team
(800) 783-5206 ext. 2638 | kurtb@aipma.com

Kurt plays an integral role in providing first-class back office support to our AIPMA wholesalers and agents. He is responsible for developing annuity strategies to fit clients from one of our 20+ annuity carriers and providing agents with case design, annuity quotes and product specifics. Kurt gives you multiple options to present to your customers so they can select an annuity product in their best interest.



Emmy Giampa, Life Business Development Team
(800) 783-5206 ext. 2645 | emmyg@aipma.com

Emmy assists our agencies with all life insurance products including universal life, final expense/easy issue, and long-term care, but also can help you with disability and Medicare Supplement products. Emmy is also extremely knowledgeable about our Champions Advantage programs. Emmy's goal is to work closely to support all AIPMA wholesalers and agents while helping them increase their life insurance business.



Alice Spalding, Case Management Team Lead
(800) 783-5206 ext. 2611 | alices@aipma.com

Alice's responsibilities include providing new business and contracting support for annuity, life and long term care cases. She communicates between agents, insurance carriers, and internal resources to provide world-class customer service. Some of Alice's job duties include processing contracting, reviewing and submitting applications, making sure your cases are rapidly moving toward policy issue, ordering underwriting requirements, and conducting follow-up emails and phone calls to keep you informed.

We Want to Earn Your Business

Products and carriers are available everywhere. Commissions are available everywhere. Lead programs are available everywhere. So why AIPMA? **Your Growth is our Commitment!** Maybe its proprietary sales programs. Maybe it's because we never take any agent's business for granted. **After all, every agent should be treated as an important customer and every agent's sale is important.**

Contact your AIP Marketing Alliance Regional Director to get registered on AIPMA.com and learn more about how AIPMA's tools can support your sales goals!



GET IN TOUCH:

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FOR GENERAL INQUIRIES & NEW CASE SUBMISSIONS:

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