

BIO ON MARK I. MEANS

Mark began his career in the insurance industry in the fall of, 1978 He was a sales agent responsible for personal production of various insurance products. During his first year he achieved the distinction of Rookie of the Year, which was just the beginning of his trail of success. Mark was also awarded Presidents Council, Vanguard Club and was consistently awarded Associate of the Month. November of 1981 brought an opportunity to work inside the home office of Mutual Trust developing a marketing program for existing general agents known as the GAIT Program. Through this program, he assisted in recruiting and training through the development and implementation of the company sales training program nationwide. In July of 1983 Mark opened the Means Financial Group in Tucson, Arizona. Mark built a full service agency including an in house Attorney, CPA, Business Insurance Specialist and a Group Insurance Division.

Mark expanded to Southern California in 1989 and continued working with clients in California, Arizona..

In 1990 Mark began his relationship with Guarantee Mutual Life Company located in Omaha, Nebraska. As a sales agent he consistently produced at MDRT level, achieved various awards such as President's Club, Director's Council, Blue Vase, Eagle, National Sales Achievement, National Quality award and was the Vice President of the Life Underwriters Association. Mark became the number one Associate General Agent in the agency, and the number two AGA in the entire company. This earned him the Unit Builder Award and the Star Award for his recruiting, sales and persistency accomplishments. Mark in June of 1994 and became the first Regional Manager for GMLC where he developed and maintained the number one region in the company based on recruits, sales and applications.

Mark continued his success as a Board appointed Vice President with Mutual of Omaha Insurance Company located in Omaha, Nebraska. He served on several committees to increase market share and maintain competitive products for the field and appointed general agents.

Most recent the agency has expanding to Utah, Colorado and Indiana with Brock Means leading the expansion efforts.

Thought all the success of the Vice Presidents positions, advancement - development of products, and breaking all production records in several of the companies he worked with. Marks first love has been working directly with his clients and his insurance agency.

Means Financial & Insurance Services Insurance Agency.

Mark has always maintained his agency to serve the community and clients in addition to his other responsibilities as a Vice President or Regional VP.

Marks key to success. **“I never forget, my clients are my boss. I work for my clients not the insurance company “.**

Mark always has a high hands on approach to his clients. .

Married to Cathy Means a partner in a CPA firm in San Diego two children. Brock a partner in Means Financial and Insurance Services Inc. Natalie currently working on her Master’s degree in Accounting at TCU in Ft Worth Texas.

Gracie Mae the Golden Doodle family member.

Insurance has not been the only area of focus and success for Mark. He has dedicated himself to his community and several charitable organizations as well. Mark was elected to the Rancho Bernardo Planning Board and was the president of the Camino Bernardo Homeowners Association for four years. Mark was also the first president and founding member of the California Alliance for Utility, Safety and Education (CAUSE) which is a non-profit consumer advocate group in California. Mark is a past member of the Newport Beach Vikings Club, which is a men’s club dedicated to various charitable causes. Mark was heavily involved in the Michael Landon Celebrity Tennis Tournament (recently the Beau Bridges Celebrity Tennis Tournament) which was the largest charitable tournament of its kind. He was the founding member of the Desert Divers SCUBA Club and Desert Sea Gate charitable organizations in Tucson, Arizona.

Mark has enjoyed some unusual hobbies such as spelunking, which is the exploration of underground caves. He has explored many caves throughout the southwestern United States and Mexico. He enjoys collecting and competing in classic car shows.

Owned and sponsored an NHRA Dragster for 8 seasons competing locally and abroad with NHRA.” Means Motor Sports”

Although he appreciate numerous hobbies and various competition. His true love remains boating. He has owned several boats, however one of his favorite was a 36-foot Islander sloop named “Sunchaser” which he sailed throughout the Sea of Cortez and the Mexican Riviera. Mark and Cathy still spend time on the water, more local adventures these days on their Sea Ray Sundancer “Coast Retreat”. When not in the office you will find Mark, Cathy and Gracie on the water..... Catalina Island, Newport, Dana Point or just at the dock enjoying time with fellow boaters in San Diego..

Mark loves insurance and talking about work issues, however when you meet him he will most likely want to discuss his character building experiences at sea and the gratefulness he has for his family.