PROFESSIONAL BIO

HELPING FINANCIAL ADVISORS HELP THEIR CLIENTS.

KEN GARLAND

RELATIONSHIP MANAGER

Advisors choose to work with Ken Garland as their lead annuity consultant because he believes it is essential to treat everyone equally, adapt to a changing marketplace, and embrace new ideas. What this means to you is he listens and views things from the advisors', and their clients' perspective, to find a thoughtful way to solve problems. The real benefit in working with Ken is his ability to help educate you and aid you in finding solutions that help advance your clients' objectives. For Ken, this is not just a business that sells products and services, but rather a profession that guides people through what can be an overwhelming sea of information. Ken graduated from Columbia College in 1998 with a degree in Psychology. Some of the positions he has held are as an Internal Wholesaler and Account Development liaison where he managed business relationships for strategic and emerging accounts across multiple distribution channels. Ken resides in Richmond, Virginia where he likes to spend his time with his family, gardening, woodworking and taking on home improvement projects.

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