

# PROFESSIONAL BIO



HELPING FINANCIAL ADVISORS **HELP THEIR CLIENTS.**

## RICHARD W. NEFZER

### NATIONAL SALES MANAGER

IPG hired Richard (Rick) Nefzer to the position of National Sales Manager in March 2019 adding an individual with specific expertise and track record of results growing the sale and distribution of insurance products. Rick will be charged with leading the sales efforts in annuities, life insurance, long term care, linked benefits, and disability income.

Rick began his career after college graduation as an agent and sales manager with Prudential Insurance. He then moved into wholesaling annuities and life insurance products with Manulife Financial covering multiple distribution channels in Wisconsin and Ohio.

In 1993, Rick was one of the first to wholesale the popular MoneyGuard-asset based long term care solution as Regional Vice President for First-Penn Pacific Life. In 2002 he accepted a Regional Director position with Lincoln Financial Distributors training and managing a team of wholesalers covering major wirehouse broker dealer firms across the USA.

Most recently, he was a Regional Vice President and National Sales Director of linked benefit products with Genworth Financial. At Genworth he ranked in the top 3 wholesalers in sales for six consecutive years. Rick comes to IPG after retiring from Securian Financial Group as National Sales Director where he directed the sales of a new linked benefit product.

Rick holds the CLU, ChFC, and CLTC designations and has Series 6 and 63 from FINRA and an Arizona life and health license. He and his wife Kathy have lived in Gold Canyon, Arizona since 2004.

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