



Steven B. Houchell

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Steven is a Life Insurance expert with over 20 years of industry experience. His career began as an agent with Northwestern Mutual right out of college. Seeing the opportunity of insurance sales within investment firms, he joined Advest, Inc. and expanded their life insurance operation- increasing sales over 500%. After Advest was sold, Steven continued to focus on and specialize in helping Financial Advisors to enhance, retain and increase their client base and assets under management through Life Insurance Solutions. As a Regional Vice President with Metlife, Time Financial and Insurance Designs Corporation, Steven has called on firms such as Meryl Lynch, RBC, Morgan Stanley, UBS, Wachovia and Raymond James. As a Strategic Partner he helps FAs stay current with their offerings of Insurance Solutions through Estate and Business Planning as well as Advanced Policy Rescue.

A Connecticut native, Steven lives in Hartford where he is a member of the Hartford Arts Council and the Hartford Jazz Society. He also enjoys running 5Ks.

EDUCATION

- Central Connecticut State University, New Britain, CT
Economics, Art, and English