



## **Blake Mallonee**

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Mr. Mallonee has over 10 years of experience and extensive knowledge in the life insurance industry on both the carrier and brokerage sides. Blake began his career working for one of the largest banks in the country, giving him a thorough understanding of both privacy and compliance issues along with the nuances of working with POS representatives. After leaving the bank to work at one of the largest MGA's in the life insurance industry, he began working directly with ultra-high net worth clients and their advisors, helping them discover solutions to their retirement needs. It was in this capacity that Blake developed the skills necessary to handle advanced financial planning concepts; i.e., using premium financing to fund life insurance policies, setting up trusts to fund large policies for estate planning purposes, and deferred compensation plans for high earning professionals.

As a consultant, Blake specializes in developing strategies both basic and advanced, using various fixed and variable financial products, either as an add-on or standalone solution. In 2011, Mr. Mallonee was the Regional Director at Penn Mutual. His primary purpose was helping registered representatives integrate more insurance products into their practice. He grew their insurance sales from less than \$250K to over \$2M.

Blake is focused on helping advisors grow their business, employing both his comprehensive knowledge of insurance products and the extensive resources available at Universal Insurance Services. Originally from South Florida, Mr. Mallonee attended Florida State University and proudly served in the United States Air Force.

### **EDUCATION**

- Florida State University