



**Robert R. Flack, CLU®**

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**Background & Experience**

Robert, a Principal of Dixon Wells, began his career with Provident Life & Accident in the Nashville, TN Life and Disability Branch Office. He served as a regional manager in the individual disability division, where he was responsible for recruitment, training, and advisor sales. In 1997, Robert purchased Jack Benz and Associates and introduced disability insurance as a core product in the firm's product portfolio. In 2001, the firm changed its name to Quantum Insurance Partners, Inc. After running his own business for 15 years, Robert merged his operation with the regional BGA, Dixon Wells. Because of his background and his prior firm's emphasis in disability insurance, he was instrumental in developing the Dixon Wells disability platform, which encompasses advisor education, sales support, and underwriting. With his diverse experience, Robert can assist financial advisors in navigating the complexities of disability insurance, and providing client income protection solutions, which is the cornerstone of financial planning.

Robert is the Past-President of both the Nashville and Tennessee chapters of NAIFA and currently serves as a Board of Director for the Nashville NAIFA chapter. He is also a Past President and served as a Board of Director of the Nashville chapter of the Society of Financial Service Professionals. He has taught several American College courses on Disability Insurance and Business Insurance. He is a frequent insurance industry speaker and conducts regular workshops and seminars on a range of topics, including marketing, technology, and insurance. He currently is serving as a Board Member of the Middle Tennessee Estate Planning Council and the State of Tennessee Access TN Health program.

**Certifications & Education**

- Sewanee University of the South, Sewanee, TN - B.A. Psychology, 1986
- American College, Bryn Mawr, PA - Chartered Life Underwriter, 2006