



## **George Wilkins**

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George Wilkins joined Target Insurance Services as the Director of Disability Income and Planning in August 2015. With over 16 years of insurance experience, George specializes in helping independent brokers and financial representatives grow their business practice by incorporating disability insurance to complete their clients' financial plan. George is recognized as a trusted resource due to his attention to detail, reliable follow-up and ongoing service. His consultative approach, ability to listen and experience working with a wide variety of producers means he can offer choices and options that are focused on your clients' needs. George's goal is to work with you to understand your clients' risk and their need for having an individual-owned disability policy in order to protect their assets, income, and the ones they love in the event of an unexpected injury or illness preventing them from working.

Prior to joining Target Insurance Services, George served as the Mid Central Regional Sales Manager for Guardian Life Insurance of America for 6 years. He coached and mentored affiliated brokers, career agents, and agency staff on selling disability insurance and design solutions. He collaborated with home office staff in developing customized solutions within a 16 state territory. George spent 10 years with MassMutual Life Insurance as a Disability and Long Term Care Practice Consultant supporting a 6 state territory and developed enhanced relationships with life and health producers by teaching solutions for life's events and business needs.

He is a member of the Kansas City Life Underwriter Association (NAIFA) for 16 years serving in leadership roles including LUTC Chair 2004, Program Chair 2005, Secretary and Treasurer 2006, 2007, 2008. He has spoken at numerous NAIFA chapters throughout the United States.

George lives in Lees Summit, Missouri with his wife Dana and 2 daughters, Mackenzie and Madison. In his free time, George enjoys participating and watching all forms of sports. He proudly cheers on the Black and Gold of Ol' Mighty Mizzou, Royals, Chiefs, and Sporting KC.