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| **Chas. Wm. Holman (Chuck)** | **3207 Morris Street NE Unit 1****Albuquerque, NM  87111****(505) 328-7878****ChuckHolman65@Gmail.com****CHUCK@MYBLAB.SITE** |

**My objective:**

**To obtain a position of Sales Manager/Trainer for an Independent Insurance Agency to develop their Index Universal Life [IUL], premiums to multi-million dollars level for each of their insurance agents. By providing a blueprint of a step-by-step system to build an agency within our agency. Many of our agents are earning $250,000 to $750,000.00 per agent over the next 6 years. This is only available by *UTILIZING 21 century technology and the latest in new laws governing the insurance industry which was passed by US congress in December 2020 and custom designed policies.* And by utilizing by total life experience, I have gained over the last several decades in the life Insurance Industry. Specifically in the areas of:**

1. **Strategic planning**
2. **Creating Visions & Smart goal setting**
3. **Developing very productive teams by using the Wiley DiSC and Team Dimension profiles and assisting the HR department in hiring the right person for the right job.**

**EXPERIENCE**

**Global Ren. agency** – **Independent** *Agent*

I am currently with a National 50 state Virtual online insurance agency that has a unique Business structure that allows us to be a mentor to train agents and agencies to use our proprietary system to write $5,000.00 to $15,000.00 + per week in IUL premium @ 90% + 4 levels deep.

January 2020 to present

**Alpha Omega Total Asset Protection, LLC -**

Developed Index Annuity business and the last quarter of 2016.  Wrote a million dollars in annuity premiums and we wrote approximately 3 to 4 million each year for the ten years before that. 2016 - December 2019

**CWH Consulting** — *Business Consultant*

**January 2016 - PRESENT**

**I designed my consulting business to help entrepreneurs develop and understand all aspects of starting and growing their own business by maximizing their profits.**

**A-American Financial Group** Founder, President, and *COO*

**January 1992--2015**

**Helps hundreds of clients design a successful Life Plan.**

**EDUCATION**

**Licensed Private Pilot 1969-1979**

**Licensed Life & Health 1990-currect**

**Certified Consultant for DiSC and Team Dimensions profiles by Wiley Corporation**

**Author of the book: “ASK & YOU SHALL RECEIVE”**

**Attended UNM’s Innovation Academy in the Rainforest Completed CSB1 And CSB2 Classes 2018 & 2019 Straight A’s Learned Social Media Marketing at a very high level**

**Dale Carnegie Training:**

**Dale Carnegie** Public Speaking and human relations course

Proficient in applying all the principles of the Dale Carnegie Training Programs:

**Dale Carnegie** Effective communication

Persuading other people to do what I want them to do because they want to do it.

Handling stress effectively

**Dale Carnegie** Sales Course

**Understanding my clients dominant buying motive and consultative selling and very Proficient in training agents in the 5 steps to selling.**

**Dale Carnegie** Management Course

How to delegate effectively

**Dale Carnegie** *Graduate Assistant & Business Development for each course.*

January 1971-1975