



# Jason Wellmann

Senior Vice President, Life Distribution

## Background

Wellmann has more than 25 years in the financial services industry, spending the majority of this time working with various distribution channels to distribute life insurance products. He specializes in growing life distribution within broker/dealers, FMOs, and brokerage general agencies through education, training, and creating new market opportunities.

## Experience

- Since joining the company in 2010, he's helped lead it from a top-twenty to a top-five carrier of indexed universal life (IUL) insurance.<sup>1</sup>
- Oversees life insurance distribution for the company, with a strategic focus on diversifying Allianz Life product solutions by growing life insurance sales through independent distribution.
- Speaker at various industry conferences on current market trends and the IUL market.
- Presenter at over 100 sales forums on IUL positioning and the regulatory environment.

### → FOCUSED ON:

- Distribution models
- Growth strategy
- Relationship management within distribution
- Indexed universal life insurance (IUL)
- Life insurance used in retirement planning strategies
- Life insurance estate planning strategies
- Premium finance

## Education, certifications, and memberships

- American Council of Life Insurers (ACLI) Life Committee
- Partner in FINSECA
- Member of the Distribution Leaders Roundtable (LIMRA)

<sup>1</sup>LIMRA U.S. Retail Individual Life Insurance Sales Survey 2024

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