

*The local Capitas Support Team along with the national Private Wealth Centers can provide case consultation and planning options to enable financial advisors to enhance their practices by effectively integrating life insurance into the client's overall estate, business or financial plans.*

## Arkansas, Kansas, Missouri & Oklahoma



### Mike Blair

**Team Leader - President & General Agent of The Blair Agency**

The Blair Agency – Capitas Financial, Inc.

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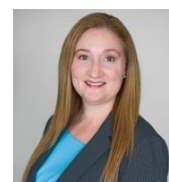
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Bank of America Private Bank

Merrill Private Wealth Management

### Supported by the Capitas Financial Team – Led By Local Director of Private Wealth

Director of  
Private Wealth

Point of Sale  
Support

Internal Account  
Executive

Case  
Designer

Case  
Manager

### Collaborating with the National Capitas Financial Private Wealth Centers

Wealth Transfer &  
Estate Planning

Premium  
Finance

Business Planning /  
Succession

Executive  
Planning



## Michael R. Blair

*President of The Blair Agency*

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1401 South Brentwood Blvd., Suite 170, St. Louis, MO 63144 | CRD# 1337852

### BUSINESS EXPERTISE

Executive Compensation Planning  
Advanced Estate Planning

Business Continuation Planning  
Financial Products Analysis & Design

Retirement Planning

### BIOGRAPHY

Mike Blair is the owner and President of The Blair Agency, Inc. and a Partner of Capitas Financial. He has been a member of the Capitas Executive Committee since 2016, and manages sales for Missouri, southwest Illinois, Arkansas, Kansas and Oklahoma. Mike became President of The Blair Agency in 2000. He is truly a professional asset available to all our advisors and clients, and takes great pride in our service and support.

Mike is experienced in the management of a multiple company brokerage agency and skilled in the art of negotiating contracts for his clients. He actively works with clients of his advisors, helping them identify and implement estate planning strategies that reduce tax exposure and allow legacy planning, succession planning and effective business continuity. Mike, along with his team, are experienced in providing a highly customized approach in developing strategies that address the specific needs of today's clients.

Mike graduated from Arizona State University in 1979, and speaks regularly to advisor and client groups. He also holds his series 6 and 63 securities licenses. Mike and his wife, Linda, have two grown children, Jackie and Michael, who they enjoy visiting in Chicago and New York. Mike is an avid music lover who enjoys going to concerts. In his spare time, he enjoys watching Blues Hockey, traveling, and outdoor activities.

### THE BLAIR AGENCY

The Blair Agency offers the professional financial advisor one stop access to a broad spectrum of insurance products from the finest insurance carriers. Since 1972, we have served the needs of brokers and advisors in Missouri, Arkansas, Kansas, Oklahoma and southwest Illinois with a full range of "value added" support resources to assist in properly integrating insurance products into an overall financial or estate plan.

Our staff provides expert point of sale assistance and a full service experienced back office. The combination of our local service and support with the Capitas Financial network of member firms is unmatched in the insurance industry. We are committed to your success.

### CAPITAS FINANCIAL, INC.

Capitas Financial is the premier partner for Financial Advisors, providing insurance solutions for investment, tax, retirement, estate, business and financial life planning needs. Formed in 2001, Capitas Financial was founded on the strength and reputation of its founding members and was created to establish strong and strategic alliances with leading insurance carriers and financial institutions.

Securities offered through: The Leaders Group, Inc. member FINRA / SIPC 26 W. Dry Creek Circle, Ste. 800 Littleton, CO 80120 (303) 797-9080.



## Jessica Ingram

*Director of Private Wealth for The Blair Agency*

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### BUSINESS EXPERTISE

Interpersonal Communications  
Requirements & Systems

Underwriting & New Business Specialist  
Business & Legacy Planning

National Account Compliance  
Personal Insurance Uses

### BIOGRAPHY

Jessica started her insurance brokerage career in 1999 providing customer service for personal lines and graduated to a Marketing Coordinator position in group benefits. It was in that role, in 2002, that she became a licensed Life and Health Insurance Broker. In her time with The Blair Agency, she has advanced to a Senior Case Manager title, now Director of Private Wealth. With nearly two decades of experience in the insurance brokerage industry she has developed extensive knowledge of procedures, products, compliance, and client relations. She works very closely with independent and national account advisors as well as high profile clients. Jessica holds her Series 6 & 63 securities licenses.

Jessica, her husband Alex, and their son Reece love to travel and spend time at the family lake property in central Illinois. She and her husband are members of the Gateway Precision Lawn Chair Krewe and Drill Team, a group that has been performing in the St. Louis Mardi Gras and St. Patrick's Day Parades for the past 30 years.

### THE BLAIR AGENCY

The Blair Agency, a founding member of Capitas Financial, is the premier provider of life, long term care and disability insurance to financial professionals, and advisors who provide advice regarding insurance needs as a part of their professional practice. The Blair Agency offers advisors one stop access to a broad spectrum of insurance products from the finest insurance carriers. Since 1972 The Blair Agency has served the needs of brokers and advisors in Missouri, Arkansas, and Kansas, Oklahoma and southwest Illinois with a full range of "value added" support resources to assist in properly integrating insurance products into an overall financial or estate plan.

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