

*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.*

## Michigan



### Michael Teppar

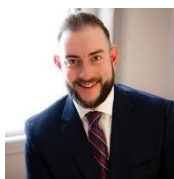
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Bank of America Private Bank

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 Teppner

*Director of Private Wealth for Smith Companies, Ltd.*

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### BUSINESS EXPERTISE

Advanced Estate Planning  
Retirement Planning

Executive Compensation Planning  
Financial Products Analysis & Design

Business Continuation Planning

### BIOGRAPHY

Michael has been a successful part of Capitas since joining the organization in January 2004. He has been instrumental in the success of our institutional accounts market locally and is one of our most distinguished Directors. He has been nationally recognized for his many achievements in insurance planning.

His primary focus is to be an extension of an advisor's team to assist in insurance planning when in the client's best interest. His focus on developing relationships, training, and identifying planning opportunities has been paramount to his success and the success of the advisors he serves.

Along with his 25+ years' experience in the insurance industry, Michael is a graduate of the Culinary Institute of America and the coveted Greenbriar apprenticeship program. He holds a Series 6, 63, and 26 licenses. He enjoys cooking, traveling, golf, wine collecting and reading.

### SMITH COMPANIES, LTD.

Smith Companies, Ltd. is the premier provider of life, long term care and disability insurance to financial service professionals, attorneys, accountants, bank trust officers and other advisors who provide their clients with advice regarding insurance needs as a part of their professional practice. We offer the professional financial advisor with "one stop" access to a broad spectrum of insurance products from the finest insurance carriers. We offer another advantage, which our competitors cannot match, a full range of "value added" support resources to assist in properly integrating the insurance product into the overall financial or estate plan.

### 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.



## Damien Glennon, MSF, MSFP, ChFC®, CLU®

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### BUSINESS EXPERTISE

Insurance Solutions  
Advanced Estate Planning

Business Continuation Planning  
Financial Product Analysis & Design

Wealth Transfer  
Advanced Planning

### BIOGRAPHY

Damien comes to Capitas with a technical background in finance, and has been working with the Smith Companies and Capitas Financial since 2002. Damien is a member of our advanced planning department which includes our estate planning attorneys, Paul Stevenson and Gary Lee.

Damien holds a M.S. degree in Finance as well as a M.S. in Financial Planning from the McCallum Graduate School of Business and a B.A. in Finance from Bentley College. Damien is a Chartered Financial Consultant® as well as Chartered Life Underwriter®, and is currently pursuing his CFP® designation. Damien resides with his wife Megan in North Andover, Massachusetts.

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