

FOR IMMEDIATE RELEASE

Partners Advantage Appoints Gary E. Eckebrecht as Vice President of Advantage Sales



Riverside, CA (June 23, 2014) – Partners Advantage Insurance Services, LLC is pleased to announce the appointment of Gary E. Eckebrecht as VP of Sales for its Advantage Division. Eckebrecht will be taking leadership in many of the key areas headed by retiring Senior Vice President James Lehmann.

Eckebrecht is an experienced sales and marketing executive with over three decades in the financial services industry. He has spent the last 20 years working with life and annuity manufacturers and wholesalers, and has additional experience focused in mutual funds and separate accounts. He has supported retail sales organizations including banks, broker/dealers and independent financial professionals. He also spent many years in several senior management roles at Prudential Financial. As a divisional vice president, he managed a team of regional sales professionals, covering 24 states, and was responsible for numerous corporate initiatives introducing new financial products and services. His team led the country using a strategic approach to sales and marketing, leading to sales of more than \$1 billion annually. Eckebrecht has used his experience to benefit companies in multiple distribution channels, most recently in leadership positions in national insurance marketing organizations. He is a FINRA registered principal and holds insurance and securities licenses. He received his bachelor's degree in finance from Northern Arizona University.

Partners Advantage President James Wong stated, "Gary will bring strong leadership and experience to guide growth for our Advantage Division and enhance the value financial professionals and agencies provide to their clients."

Wong went on to say, "We are very appreciative of the steadfast leadership Jim Lehmann has provided over the past several years for our Advantage Division. His integrity has always been his hallmark and we are very pleased that he will continue with us in the coming months in an important consultative role."

As a part of Eckebrecht's responsibilities, he will develop and maintain a high performance sales team to effectively achieve the objectives of the Advantage Division, which delivers strategies to assist independent financial professionals and agencies throughout the country in growing their business.

Partners Advantage offers top shelf training, technology and service, highlighted by two exclusive training programs. The company's **Advanced Coaching & Business Building Program** leverages the experienced coaching skills of two nationally recognized leaders in the financial services industry - Anthony Morris and Tom Hegna. The program provides financial professionals with ongoing, professional coaching to continually build their business to new levels. The second exclusive program is **MyTrainingPartners.com**, which provides weekly interactive training to help financial professionals grow their product knowledge and understand important sales concepts.

About Partners Advantage Insurance Services

Partners Advantage Insurance Services, LLC, is a national insurance marketing organization with 70 associates located in offices across the country. The company's Advantage Division is a one-stop brokerage for licensed agents and agencies throughout the United States who sell annuities and life insurance. The company's Platinum and Premier Divisions work to enhance insurance marketing organizations and agencies throughout the country. For more information about Partners Advantage, visit www.partnersadvantage.com.

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