

CE for January Luncheon:

Term Life Insurance 101

Course Number 80439

Provider Number 32361

Instructor: Gail Yantis, FLMI, CLTC

***Gail Yantis, FLMI, CLTC***

Vice President, Sales

Central Region

Has been with

BBA Life Brokerage Agency since 2008



Gail has been in the life insurance industry for almost 14 years. Prior to joining BBA Life Brokerage she was an internal marketer for another brokerage agency and spent 10+ years with Prudential. She began her insurance career in life management and was promoted to expand a nationwide program at Prudential rising to the Director level. She was responsible for working with local agencies to open Prudential life offices in cities of less than 50,000 that led with property and casualty products. The last four years of her Prudential career she was the trainer for a local Prudential corporate office. She then went into the independent brokerage channel spending three (3) years with another brokerage agency working with P&C agents to develop their life, annuity, LTC and DI business. She has worked extensively on large cases, underwriting, and business situations. Gail continues to enjoy learning and expanding her knowledge base. She has both a life and property & casualty license. She has completed the Certified Long Term Care Consultant (CLTC) training program and has earned her FLMI designation. She is actively involved in local government and has served as both an elected and appointed city official. Outside of Gail's professional pursuits, she spends most of her time traveling with her husband, children and grandchildren. In her spare time she loves anything on or in the water and watching her grandchildren play sports. Gail enjoys working with producers to help them find the products and processes that are most suitable for their clients. She is a firm believer in relationships and works hard to develop and maintain them.