

Jack M. Cramer has been consulting with banks, broker-dealers, insurance companies and mutual fund companies since 1997. His primary focus has been developing training, marketing and coaching programs that increase sales by maximizing the efforts and talents of front-line Brokers, their Sales Managers and the Executive Management Team.

ACHIEVEMENTS

- Built financial services consulting firm with clients that include 15 of the top 30 bank broker-dealers and 7 of the top 10 annuity manufacturers
- Hosts 10+ Industry Roundtables each year bringing leaders together to address industry issues, opportunities and challenges
- Built training, sales support and marketing arm of first TPM to reach \$5 billion in annual sales through banks

EXPERIENCE

- 23 years in Financial Services Industry
- Entrepreneur, Consultant, Management, Advisor
- Prominent Thought Leader to Bank Broker-Dealers and Product Manufacturers

MILESTONES

- President, Cramer + Associates, Inc.
- Vice President, Essex Corporation (TPM)
- Financial Advisor, Merrill Lynch