



Jerry L. Hulick, CLU, ChFC, ChSNC, CLTC
Caring Consulting Group

Jerry retired as General Agent of The Washington Group of MassMutual in 2004. The same year he formed The Washington Group Special Care Planning Team, a group of financial planners who specialize in planning for families with individuals with special needs. Additionally, in 2014, he started Caring Consulting Group (CCG). CCG offers consulting in education and technical advisory on special needs planning for Non-Profit Organizations, Businesses, Corporations and Educational Institutions with the mission of understanding and enhancing the quality of life issues of caregivers and individuals with disabilities. Jerry is also an expert witness on financial and insurance matters for families with special needs situations.

A pioneer and advocate for the special needs community, Jerry has spoken across the country at various conferences, forums, and panels dealing with issues and planning for the special needs community (World Congress on Disabilities, Academy of Special Needs Planners Conference, National Down Syndrome Congress, etc.). He has been a guest on numerous radio talk programs (Hugh Hewitt Show, Sirius XM's Dr Radio Show, etc.).

Jerry has been active in the financial services industry for over 40 years. Jerry was one of the first people in the country to receive the Chartered Special Needs Consultant (ChSNC) designation from The American College (the premier designation for financial professionals working in special needs planning). Jerry earned his Chartered Life Underwriter (CLU), and Chartered Financial Consultant (ChFC) designations also from The American College. Jerry is also certified in Long Term Care (CLTC). He holds a Life/Health Insurance license and Series 6, 7, 63, 22, 24 & 65. Jerry graduated from Virginia Tech in Blacksburg, Virginia.

He joined Connecticut Mutual Insurance Company as an Agent in 1973. He was appointed General Agent in 1986. In March 1996, Connecticut Mutual merged into the MassMutual Life Insurance Company. He continued as General Agent in Washington following the merge of Connecticut Mutual with MassMutual. His agency was one of the largest and earned the highest honors for leading in production and brokerage development from MassMutual.

Jerry is a member of the Virginia Tech Foundation Board, Virginia Tech National Campaign Chairman for the College of Liberal Arts and Human Sciences, and Dean's Roundtable Executive Committee for the College of Science. He is a life member of Alpha Phi Omega Service Fraternity, charter member and Past President of the Fair Oaks Rotary Club, and was an Elder with Faith Presbyterian Church of Alexandria, Virginia. In 2014 Jerry was awarded the Eleanor Sue Finkelstein Award for Special Needs from the Jewish Community Center of Northern Virginia for his work in special needs. Jerry is also very active with many local special needs non-profits such as ArtStream and The Jewish Community Center of Northern Virginia's Special Needs Department.

Jerry's activism in the Special Needs community is also inspired by several Special Needs individuals in his own family.