

# Advanced Markets

Individual and Business Solutions Made Simple



**Andrew Rinn** JD, CFP®, CLU, ChFC  
AVP, Advanced Sales Strategy

Andrew combines his legal background with extensive life insurance industry experience to provide compelling options for individuals, business owners and high-net-worth clients.

His leadership shines through involvement and service on national boards, authorship in industry publications and frequent speaking on advanced markets topics.

He leads a team bringing decades of collective knowledge and experience in the life insurance and advanced markets industry that you can tap into to help grow your own business. Look to our team to simplify complex concepts and help add advanced market sales to your practice!

[arinn@sfgmembers.com](mailto:arinn@sfgmembers.com)  
515-991-6270



## Contact the Advanced Markets team for:

- Advanced case design consultation to help win that big case
- Integrated solutions for your client's multifaceted life — personal and business
- Access to comprehensive materials to help support your sales process



[advcasedesign@sfgmembers.com](mailto:advcasedesign@sfgmembers.com)



Scan to explore our Advanced Markets page

## Put us to work and set yourself apart from your peers!

Call, email, or set up a meeting with our team of advanced markets professionals. For case design, please connect with Dianna Holm, Matt Erpelding or Hunter White.



**Polina Engel** JD, CLU  
Director, Advanced Markets Life  
[PEngel@sfgmembers.com](mailto:PEngel@sfgmembers.com)  
515-221-4873



**Matt Erpelding** CLU, ChFC  
Advanced Markets Case Design Consultant  
[MErpelding@sfgmembers.com](mailto:MErpelding@sfgmembers.com)  
260-704-1552



**Dianna Holm**  
Advanced Markets Case Design Consultant  
[DHolm@sfgmembers.com](mailto:DHolm@sfgmembers.com)  
701-433-6022



**Hunter White** CLU, NQPA  
Advanced Markets Case Design Consultant  
[HWhite@sfgmembers.com](mailto:HWhite@sfgmembers.com)  
515-343-3967

### Additional resources

Advanced Underwriting Consultants can answer your questions on tax and estate planning scenarios and provide sample documents at no cost to you.

Phone: 888-899-9190 or 615-224-1291  
Email: [MidlandNational@AdvancedUnderwriting.com](mailto:MidlandNational@AdvancedUnderwriting.com)

[Learn more](#)

Neither Midland National nor its agents give tax or legal advice. Please advise your customers to consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

As independent financial professionals, it is up to you to choose whether any of the sales concepts contained in these materials might be appropriate for use with your particular sales strategy and clients. Please note that Midland National does not require you to use any of these sales concepts; they are resources that can be used at your option for your own individualized sales presentations if appropriate for the particular client and circumstances.

Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including Midland National® Life Insurance Company. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, Midland National Life Insurance Company.