

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 with over 115 years of combined experience in the life insurance and advanced markets industry you can tap into to help grow your own business. Rely on our team to simplify complex concepts and help add advanced market sales to your practice!

arinn@sfgmembers.com

515-991-6270

calendly.com/arinn-sfgmembers



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



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 or Matt Erpelding.



Polina Engel JD, CLU
Director, Advanced Markets Life

PEngel@sfgmembers.com

515-221-4873

calendly.com/pengel-sfgmembers



Matt Erpelding CLU, ChFC
Advanced Markets Case Design Consultant

MErpelding@sfgmembers.com

260-704-1552

calendly.com/merpelding-sfgmembers



Dianna Holm CLU
Advanced Markets Case Design Consultant

DHolm@sfgmembers.com

701-433-6022

calendly.com/diannaholm

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

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.