

Futurity First Insurance Group Announces Management Changes to Accelerate Growth of its Independent Marketing Organizations

Rocky Hill, CT (December 1, 2011) – [Michael Kalen](#), CEO of Futurity First Insurance Group (Futurity First), recently announced changes to the company's top management team to accelerate the growth of its independent marketing organizations (IMO), BHC Marketing, Inc. (BHC) and Dressander and Associates (Dressander).

[Mike Dressander](#) will assume an expanded role as President of both BHC and Dressander. This role will accelerate the sharing of the various marketing programs across the two IMOs to provide agents with more tools and services. Throughout his tenure at Dressander and Associates, Mr. Dressander has led the effort to build the company into a highly successful annuity and life insurance IMO focused on serving independent agents. A 29-year veteran of the insurance industry, he has served on the advisory board of several major annuity companies, has trained thousands of agents on fixed annuities, and has created cutting edge prospecting and sales tools.

[Shelby Smith](#), President and Chief Operating Officer of BHC Marketing since 2005, will take on a broader role as Executive Vice President and Head of Strategy and Business Development for all of Futurity First's marketing organizations. Smith will focus on new business expansion initiatives, product portfolio expansion, product development, and new marketing programs. Smith, a Ph. D. in Economics, has an extensive background in banking, insurance, securities and financial services marketing.

In addition, [Kevin Meyer](#), the Director of Marketing of BHC Marketing, will become the Chief Operating Officer of BHC Marketing reporting to Mike Dressander. He will assume day to day management and leadership of BHC in Houston and Carmel, IN. With 16 years of experience, Meyer has a unique combination of skills as an independent agent, annuity wholesaler, brokerage manager and IMO leader as he has worked for a large annuity IMO and a top annuity carrier.

"Our independent marketing organizations and innovative career agency system have continued to grow during these uncertain times," commented Kalen. "To leverage this growth and expedite our business expansion, it's perfect timing to expand Mike's responsibilities and create Shelby's new role dedicated to business development. Having independent marketing organizations and a full service distribution channel under one organization provides our agents with greater opportunities to build their practices as they serve the unique financial needs of the retirement planning market."

About Futurity First Insurance Group (www.futurityfirst.com) Futurity First is an independent, nationwide insurance distribution organization specializing in retirement income and insurance protection solutions from leading insurance companies.

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