



PROFESSIONAL BACKGROUND

Chris D. Callen has been an independent insurance agent since 1982. He is a contributing author to three of the nation's leading dental practice management manuals, "*The Cutting Edge I, II & III*". His unique system has been endorsed by many professional newsletters, national financial planning and practice management firms. He is a member of the *International Who's Who of Entrepreneurs* and *The National Registry of Who's Who* and is a regular speaker for professional organizations throughout the country. Chris' firm is based in Columbus, Ohio.

FIRM BACKGROUND

Most clients save an average of **\$3,000 to \$5,000** a year following the implementation of "*The Focus Strategy Approach*". The FSA planning concept is a comprehensive analysis of a client's personal & business, life, health, disability income and long-term care insurance. It highlights catastrophic risk planning with no allegiance shown to any particular insurance company. Chris' independent insurance agency services the insurance needs of professionals throughout the United States, including Alaska & Hawaii.

PAST MEETINGS LECTURED

Star Of The North – Minnesota Dental Assn.
Indiana Dental Association
Excellence In Dentistry Seminars
The Richards Report – Dental Guru Series
The Richards Report – Seminars
Paragon Management Associates Inc

PUBLISHED IN

Dental Economics / The Profitable Dentist
The Richard's Report / Doherty On Dentistry
Sally McKenzie's – The Dental Network

SPEAKING YEARS

25

CURRENT HONORARIUM

Lodging & Airfare
(Minimum Group Size – 35)

COURSE DESCRIPTION

Learn how to save \$3,000 to \$5,000 a year on your overall insurance outlay while actually increasing your insurance protection at the same time. Learn proven concepts to streamline your business and personal insurance portfolio. Chris will explain key concepts of policy design and teach you how to avoid the most common loopholes associated with most policies owned by professionals.

Discover the benefits of working with a truly independent insurance agency that specializes in the need of medical professionals. See how Chris's philosophy of "Be covered adequately – but at the *lowest* possible outlay."



Chris D. Callen, Insurance Agent
"Helping *Professionals* Nationwide"

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