

KEVIN J. CULLEN, ESQ.
CEO and Founder "The Extraordinary Advisor"
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SPEAKER, CONSULTANT AND MENTOR/COACH to Extraordinary Advisors and those B/Ds, vendors and wholesalers who orbit and support them.

Inventor of "THE EXTRAORDINARY ADVISOR BREAKTHROUGH PROCESS™"
Teaches B/Ds, Vendors and Wholesalers how to deliver Extraordinary Advisors a "PROFITABLE ADDED VALUE EXPERIENCE™"
Premier speaking topic: "The FEAR EXTINGUISHER PROCESS™"

UNIQUE ABILITY: I enhance Extraordinary Advisor's practices by providing creative and incisive entrepreneurialism and mentor/coaching; I address and teach Vendors, Wholesales and B/Ds how they can do that PROFITABLY.

OBJECTIVES:

- To focus my creativity, pragmatism, speaking skills, intelligence and 36 years of entrepreneurial success in the legal and financial community for the benefit of a limited number of appreciative/coachable clients and those B/D, Vendors and Wholesalers willing to adapt their sales approach to engage and enhance the practices of those Extraordinary Advisors.
- To deliver amazing "Consultative Creativity" to Coachable Entrepreneurs and be paid handsomely for continuing results with future-based sales organizations.

EDUCATION:

1996-Present	DAN SULLIVAN'S STRATEGIC COACH PROGRAM- In 11 th year, Masters Program
1972	NEW YORK UNIVERSITY LAW SCHOOL- Graduated within top third
1969	ST. JOHN'S UNIVERSITY COLLEGE OF BUSINESS- Graduated #2 in major: Marketing

EXPERIENCE:

1972-1973	FEDERAL JUDICIAL CLERKSHIP, U.S. DISTRICT JUDGE, SDNY Hon. Lloyd F. MacMahon (same judge Rudy Guiliani clerked for two years prior)
1973-1976	WALL STREET LAW FIRM- Hawkins, Delafield & Wood; Lovejoy, Wasson, Lundreen & Ashton
1976-1984	STARTED OWN LAW FIRM- Law practice specializing in commercial litigation and trial work including securities law NYSE & NASD arbitrations.
1984-1987	BALCOR/AMERICAN EXPRESS (Wholesaler) Wholesaled LI and Westchester County. Number one wholesaler of 35.
1991-1999	BOSTON CAPITAL, Senior Vice President (Wholesaler) Successfully presented tax credits regularly to high-end reps within context of their own practices. Solved problems creatively, tax credit related or now, especially on practice management issues. Taught 42 credits nationally to reps CFP's, CPA's, attorneys and investors. Conducted 300+ public and private seminars a year and 60+ rep-only sales idea sharing and training sessions. 3000+ TOTAL seminars in 9 years. #1 Wholesaler.

1999-2008

AIG SUNAMERICA/POLARIS, *Ultra Non-Traditional Variable Annuity Wholesaler- 2003 AIGSunAmerica POLARIS National Wholesaler of the Year (for all channels)*

I applied the Strategic Coach Program principles – teaching reps and producer groups to de-commoditize their practices and learn the eight-step value creation process I created. Incredible public seminars and valuable practice-related agenda-driven quarterly meetings with premier clientele.

PROFESSIONAL QUALITIES/ATTRIBUTES:

- Big Picture analysis of every challenge
- Creative marketing
- Expert at consultative selling
- Superb public speaker/thinker-on-feet
- Successful, entrepreneurial persona
- Passion for product/presentation
- Adaptive to situations and personalities
- Seldom get upset
- Sharp sense of humor
- Lousey speler
- Know and avoid corporate bureaucracy
- Relentless polite diplomatic persistence
- Relate well to entrepreneurial challenges
- Extraordinary Coach to entrepreneurs and management
- Trial Lawyer/motivational speaker
- Presentation skills
- Honest
- Strong work ethic
- Incredible loyalty
- Tactical and strategic thinker
- Keen ability to motivate
- Always prompt return of calls
- Comfortable in high visibility sales management
- Preference for attaining high, quantifiable production goals
- Thrive on taking, not avoiding, responsibility
- Recognized corporately- by promotion to Senior Vice President at BOTH- Fidelity and Boston Capital
- Expert at client promotions and recognitions, client and prospect mailings, advertisements and referral programs and seminar prospecting.

FAVORITE PROFESSIONAL PASTIME: To work with professionals who are OPEN MINDED, COACHABLE and enjoy novel and creative applications and challenging solutions. My clients take my help to grow their practices. B/Ds, Vendors and Wholesalers take my help to learn how to successfully approach and help their Extraordinary Advisors.

PERSONAL:

Married, 3 bright kids – two out of college (Cornell '94 and University of Richmond '04), and one at Boston College '10.

HOBBY:

Gardening: I help my clients grow and enjoy their practices and show Vendors, B/Ds and Wholesalers to do the same (no manure!).

GOAL:

To be your #1 source of external, solid, professional, non-proprietary INNOVATION.

CALL ME DIRECTLY TO DISCUSS “HIRING ME” IF YOU THINK MY RESOURCES AND INNOVATION WILL HELP YOUR PRACTICE OR HELP YOU ACCESS EXTRAORDINARY ADVISORS:

Reach me/Leave a voicemail message at 203-256-1572 or 203-803-9426 (cell) and I'll take it from there!

WEB: www.extraordinaryadvisor.com

EMAIL: Kevin@KevinJCullen.com

Any issue financial services entrepreneurs, wholesalers, vendors (or management) are likely to see, I have already seen, addressed and solved creatively!