

# Mason McKinnie



**Regional Vice President – Life Distribution, Great Lakes**

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Mason brings 15 years of experience to the financial services industry. He began his career as a Financial Advisor with UBS Financial Services helping his clients build wealth and plan for the unexpected. In 2007, he joined Principal and currently is the Regional Vice President – Life Distribution, for the Great Lakes region. Mason is responsible for the management, business development, and growth of Principal's life insurance business with a select number of successful Brokerage General Agencies. He brings extensive knowledge in product, underwriting, and advanced life insurance-based solutions for both individuals and businesses.

Mason specializes in helping BGA's and advisors expand their life insurance practices through training, case consultation, and point-of-sale work. Mason's key areas of expertise include business continuity and succession planning, wealth transfer and estate planning, and non-qualified supplemental retirement income strategies for business owners and key employees.

He received his undergraduate degree from the University of Iowa in Economics. Mason and his wife, Katie, and their three children currently live in Chicago, IL.

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<sup>1</sup>As of June 30, 2015

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