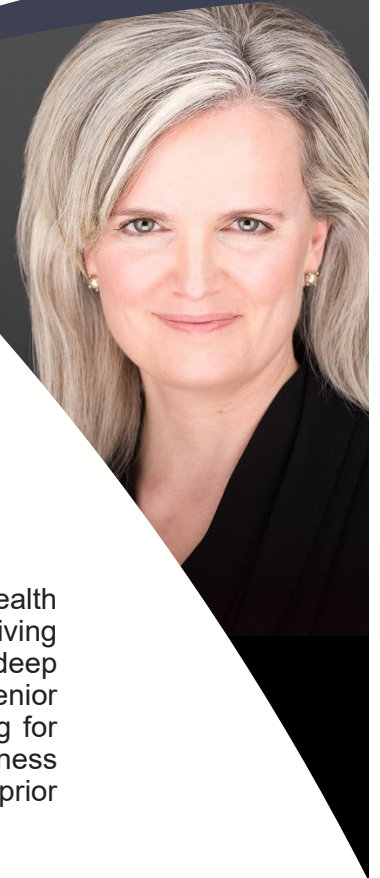




ADVANTUS MARKETING

ADVANCING YOUR MARKETING MOMENTUM

PROFESSIONAL BIO



Tiffany A. Markarian

Managing Director and Founder

Since 1995, Tiffany Markarian has personally coached hundreds of wealth advisors, broker/dealers, brokerage agencies and insurance firms in driving productivity, practice equity and overall growth. She draws from her deep field experience as a Director of Marketing for Allmerica Financial, Senior Consultant at MetLife/New England Financial, and Director of Marketing for Signator Investors, Inc. She additionally served as Director of Business Development for a Massachusetts wealth advisory firm for seven years prior to forming Advantus Marketing, LLC.

What her clients say Tiffany does is create a much needed level of change and accountability. She helps you understand historical sticking points to get you executing. Tiffany speaks at numerous industry conferences throughout the year including the Society of Financial Service Professionals (FSP), the Financial Planning Association of Massachusetts (FPA), NAILBA, NAIFA, GAMA, LIBRA, Lincoln Financial Group, Guardian Life Insurance, Vanderbilt Securities, and regional firms and broker/dealers. She has been featured in *NAPFA Advisor magazine*, *ThinkAdvisor*, *Advisor Magazine*, *NAIFA Advisor Today*, *NAILBA Perspectives*, and the *GAMA International Journal* for her results in helping firms and advisors increase the equity value of their practice and retaining and strengthening client relationships. She is known for helping advisors and firms capture and retain opportunities amidst heightened competition and economic volatility. Her clientele is national in scope and crosses all aspects of the financial services industry.