



**KANSAS CITY LIFE**

## **KANSAS CITY LIFE INSURANCE COMPANY**

3520 Broadway • Kansas City, MO 64111

[www.kclife.com](http://www.kclife.com)



### **BILL BROWNING, CLU**

*Regional Vice President*  
Central Region

#### **LONGEVITY AND EXPERTISE**

Bill began his career in the industry in 1976 with Prudential as a field agent and later in field management. He later became president of Huntington Bank Insurance Companies in Columbus, Ohio, where he also served on the board of directors for the American Bankers Insurance Association (ABIA). Most recently Bill worked seven years as regional vice president for Foresters Insurance Company in Toronto. He joined Kansas City Life Insurance Company in September 2007.

#### **BUILDING RELATIONSHIPS**

Bill serves as a liaison among the agency managers, agents and Kansas City Life. He focuses on recruiting, training and developing agency managers, with the primary goal of building successful partnerships between the field and Home Office. He contributes to the growth and development of the north region by working closely with general agents, introducing them to the Kansas City Life opportunity to build an agency, and guiding current agency managers to determine profitable business strategies and develop strong sales abilities.

#### **COMMITMENT TO THE INDUSTRY**

In his more than 30 years in the business, Bill has been committed to the industry. He is a Certified Life Underwriter (CLU) and is a member of the National Association of Insurance and Financial Advisors (NAIFA). He is also still active with ABIA.

#### **A COMPANY LIKE NO OTHER**

“I am grateful that I found a company that truly invests in its field force,” Bill says. “When you combine that kind of commitment with the strength of Kansas City Life’s products and people, you have a very real recipe for success.”