

# IRI 20 IN 21



## Scott Stolz, CFP, RICP

*Head of Insurance Solutions*  
SIMON MARKETS

As the Head of Insurance Solutions for SIMON Markets, Scott is helping to create the annuity industry's first one-stop platform for every aspect of a financial professional's annuity business. Prior to joining Simon in January of 2021, Scott served as the President of Raymond James Insurance Group for 15 years. In that capacity, he was responsible for Insurance and Annuity Sales, Marketing, Operations and Due Diligence for Raymond James; 9000+ financial professionals. Previous to joining the distribution side of the business, Scott spent over 20 years in various sales, marketing and operations capacities at Jackson National Life, AIG/SunAmerica and North American Security Life.

A frequent speaker and panelist on any topic related to annuities, Scott has served on the Executive Committee of IRI, been a board member of LIMRA's Secured Retirement Institute and served as a Trustee for the American College of Financial Services. Scott is the author of *Unlocking the Annuity Mystery: Practical Advice for Every Advisor*, available on Amazon. He received both his MBA and BSBA in Finance from Washington University in St. Louis.