

# Your Team Contact Information

## Southeast Region



### Gary Proco

*Regional Vice President, Southeast Region*

Gary is a valued resource for MGAs interested in further developing their life insurance business. As a Regional Vice President, Gary focuses on working with the MGA leadership, internal sales team, and producers to provide some of the best solutions for clients. Having more than 15 years of experience in personal production, Gary understands the day-to-day challenges facing producers.

**Direct:** 312-343-8181

[gproco@sfgmembers.com](mailto:gproco@sfgmembers.com)

#### Contact Gary for:

- Sales concepts
- Marketing solutions
- Product positioning strategies
- Business building ideas



### Char Tharaldson

*Internal Wholesaler*

As your dedicated internal wholesaler, Char partners with Gary to support, develop, and implement sales and marketing strategies in the Southeast region. Char has been in the life insurance industry for over 25 years and has a wealth of product knowledge, sales tactics, and strategic ways to help financial professionals grow their sales. Char is looking forward to working with you to enhance your business.

**Direct:** 701-433-6433

[ctharaldson@sfgmembers.com](mailto:ctharaldson@sfgmembers.com)

#### Contact Char for:

- Product education
- Case design
- Sales development
- Questions on North American tools and technology