

Joseph W. Maczuga, LIC, CFIS



Biography

Joseph W. Maczuga is a Licensed Life Insurance Counselor, Certified Fee Insurance Specialist, and President of Comprehensive Planning and Insurance *Analytics*, a fee-engagement consulting and analysis practice. Entering the insurance and securities industry in 1973, he was recognized as a top producer by such companies as Western Reserve Life, Mariner Financial, First National Life, American Skandia, American Investors, Kansas City Life, First Commonwealth, and ProEquities. Since 1983, Mr. Maczuga has been engaged in comprehensive fee planning with no-load life insurance and has become a nationally recognized expert on the concepts and strategies of such planning techniques.

His personal practice is concentrated in the area of Corporate and Business Planning, Executive Enhancement Benefits, Estate Planning, Tax Advantaged Engineering, and Asset Protection Strategies. Mr. Maczuga authors on-line CE insurance courses and is a Nationally Registered Instructor for CPE, ChFC, CLU, and CFP Continuing Education credits.

Mr. Maczuga has served as an advisor to an international financial conglomerate for product development, and is a member of the Gerson Lehrman Group Financial Services Council. Several independent broker/dealers and advisory firms also utilize his consulting services. As Executive Director of the Fee Advisors Network, he develops training seminars for financial advisors and provides a resource of expertise to the independent advisor community.

Published Articles

Financial Planning, Investment Advisor, Probe, Advisor Today, Senior Consultant, Journal of Financial Planning, Life Insurance Selling, Financial Advisor, Investment News
Contributing Author to "The Team Approach to Financial Planning" Published by the AICPA

Quoted In:

National Underwriter, Investment Advisor, Financial Advisor, Investment News
Financial Planning, A.M.Best, Bloomberg Wealth Management

Speaking Engagements

Financial Planning Association National Success Forum - Philadelphia, PA
National SRI Conference - Tucson, AZ / FPA Michigan Chapter Retreat /
Dallas-Ft. Worth FPA chapter study group on fee planning / ProEquities National Working
Conference - San Antonio, TX / Questar Capital National Conference - Detroit, MI /
Regional NAPFA Conference - Maryland / Dallas-Ft. Worth FPA Chapter Conference /
Colorado Springs FPA Chapter Conference / Gulf Coast FPA Chapter Conference /
Houston FPA Chapter Planning Symposium / Fee Advisor Symposium - Chicago, IL