



American Brokerage Co.
Making Life Easier



Professional Bio

Steven W. Jackson

Principal

Financial advisors and professionals choose Steve Jackson as their lead insurance consultant for his knowledge, approachability, trust, and integrity. What this means to you is Steve gets to know your business and works with you in the manner that best fits your clients. Steve brings a deep knowledge and history in impaired risk underwriting and special client cases that allows you to be confident solving different subject matters. Steve makes the risk management process less complicated so you can spend more time with clients addressing their wants and needs. The real benefit is knowing when you ask for a solution to a problem you will have the answer. Steve helps you fulfill client needs that you may not be able to do in-house. You gain confidence and gratification in knowing the competition will not come in with something better than you have addressed, allowing you to exceed client expectations. Steve is not just there to solve a need, he is there to help you deepen client relationships as industry changes evolve.

Steve entered the life insurance industry in late 1979 as an agent with National Life. This was after working at J.C. Bradford Company in both margins and accounting. He has a degree in accounting from Volunteer State Community College and attended UTN majoring in business administration. In 1981, Steve joined National Brokerage Company (NBC) as a marketing associate. He worked with advisors and agents serving as their “backroom” support as well as point of sale. Within two years he had risen to Vice President of marketing and within 5 years was named Executive Vice President of NBC in charge of all marketing and operations until he formed American Brokerage Company in 1990. Steve works with advisors who focus on high net worth clients and business planning markets. A recent accomplishment includes a complex impaired risk case that involved the implementation and structuring of \$129 million of coverage on one life. Steve lives outside of Nashville with his wife of 36 years, Kim, and has one adult daughter, Sarah.

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