

# CHRISTOPHER D. BENNETT, CCP

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## EXPERIENCED BUSINESS AND INSURANCE PROFESSIONAL

More than 18 years' experience piloting top-flight, dynamic training curriculums that unleash individual talents and increase revenue. Broad cross-functional leadership experience with emphasis on business technology, management, sales and marketing strategies, professional coaching, and performance improvement. Consistently recognized for ability to communicate highly complex, intangible concepts accurately, simply, and meaningfully. Expert capacity to forge and leverage long-standing relationships throughout all tiers of an organization.

**CTT Certified – CompTIA Network+ Certified – CDIA+ Certified – Certified Coach Practitioner – Microsoft Office Specialist (MOS) Certified – FINRA Series 6 and Series 63 Licensed Insurance Producer: Life, Health, Property, Casualty, Variable Contracts - IL, MO, & IA**

### PROFESSIONAL EXPERIENCE

*C. D. BENNETT AGENCY INSURANCE – Oak Brook, IL*  
*Independent Retirement & Insurance Advisory Agency*

*2019 to Present*

#### RETIREMENT & INSURANCE ADVISOR/FINANCIAL PROFESSIONAL

Currently serving insurance and retirement planning client base specializing in difficult life underwriting and disability coverage cases (proposed insureds living with Type I Diabetes, a history of illegal drug use, past incarceration) and the unique insurance and financial requirements of property investors. Provide wide array of financial insurance-related services from insurance coverage reviews and advisory services, to the development of personal pensions, and other financial and insurance-based income generation and protection products with offerings from over 40 different investment companies. and insurance carriers. Professional licenses include FINRA SIE, Series 6, the Series 63, and CCF's Certified Coach Practitioner certification. In process for completing financial IAR path and subsequent SEC registration upon successful completion of Series 65 Examination process.

Insurance product lines represented include Property, Liability, Medicare, Disability with true, independent, open architecture/vendor-neutral approach to fulfilling client needs.

*SHELTER INSURANCE (C. D. Bennett Agency) – Batavia, IL*  
*Super Regional, Captive, A - Rated Insurance Carrier*

*2016 to 2019*

#### INSURANCE AGENCY MANAGING AGENT

Operated local insurance sales agency under captive manager contract with regional insurance carrier that offered a wide range of insurance products including Business and Personal Lines in Automotive, Property, Casualty, group and individual Life Insurance products. Responsible for all marketing, sales, and servicing of insureds. Knowledge of Shelter SALES & Shelter Ecommerce Applications.

Actively market the agency through local advertising, Facebook, Twitter and other Social Media.

- **Grew book-of-business customer count to more than double its original size, developing relationships and new business while expanding existing customer policy counts creating "Complete Households"**
- **Developed marketing assistant/X-Date support position, systemizing operations procedures to allow for agency growth**

*"AROUND DUPAGE COUNTY" (ZonCom Productions) – Plainfield, IL*  
*Local Entrepreneur Spotlight TV Show*

*2012 to 2014*

#### HOST, SALESMAN, & CO-PRODUCER

Conduct broadcast interviews with local entrepreneurs in DuPage, Will and Kane Counties in Illinois, as host of web television show produced monthly to promote entrepreneurship and to provide increased business exposure for area small businesses. Host and serve as co-producer in joint-venture with video production company.

*COMPUTER SYSTEMS INSTITUTE – Elgin, IL*  
*Private, For-Profit, ACICS-Accredited, Post-Secondary Institution*

*2012 to 2016*

#### BUSINESS CAREER PROGRAM INSTRUCTOR

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Delivered total of seven accounting-and business skills related, academic courses as sole instructor in half-day, morning Business Career Program (BCP), reporting directly to Academic Dean. Simultaneously lecture, tutor and coach up to four different classes including Computer Accounting (QuickBooks) I, Computer Applications (MS Office) I & II, Introduction to Small Business Management, Sales & Marketing, and Applied Business Concepts in accelerated, four-week term format, enhancing the curriculum with real-world stories and applications.

- **Earned average 93% "Recommend" rate as Instructor from students surveyed by Institute and posted online**
- **Developed ongoing mentoring relationships with a number of former students and graduates within the Aurora, Elgin, and Rockford communities.**

*SUCCESS ASSURED SEMINARS "With Mr. Results!"* – Warrenville, IL  
*Marketing, sales training, and business services provider*

2006 to 2016

## **PRESIDENT & CHIEF ADVISOR**

Built startup franchise location from the ground up, including all business, marketing, and prospecting plans, negotiation of lease, and marketing and online collateral. Performed full range of prospecting, direct selling, and contract executions. Delivered sales trainings, business coaching, and hiring and recruiting services for clients upon contract signing.

Facilitated various training seminars and consulting on topics including Payroll Management, Accounts Payable, Sales and Use Tax, and Communications throughout the US for Fred Pryor Seminars, CareerTrack, and other nationally-recognized training brands. Lead public seminars, conducted sales training classes, sales coaching, and contracted, one-on-one coaching with clients across a wide spectrum of industries..

- **Created and manage B2B networking groups for small business owners called S.A.L.E. Network (Success Assured Luncheon Executives)**
- **Created "Referral Business Introduction Network" to replace failing leads club under contract with Chicago-area Chamber of Commerce; tripled membership and doubled the number of business referrals closed**
- **Program led to 25% increase in sales for client immediately after completion**

*CANON U.S.A., INC.* – Chicago, IL

1998 to 2006

*Global manufacturer of imaging equipment, cameras, and parts.*

## **EDUCATION PROGRAMS, COMPTIA CERTIFICATIONS** (2004 to 2006)

Promoted to coordinate national initiative to certify all Canon sales, sales support, field training, and select dealer channel personnel in the Imaging Systems Group Division as Certified Document Imaging Architects (CDIA). Managed content of all Field Technology courses both on-site and via web portal. Developed 11 Digital Technology instructors in methodology. Supported, managed and delivered e-Synchronous and blended learning courses

## **EDUCATION**

Bachelor of Science Degree in Business Management – Columbia College of Missouri – Columbia, Missouri

Undergraduate Programs in Strategic Marketing & Economic Studies – University of Bradford – West Yorkshire, England

## **PROFESSIONAL DEVELOPMENT**

"Shelter Insurance Sales Fundamental 1" – Agency Operations and Management

"Shelter Insurance Sales Fundamentals 2" – Life Insurance Product Sales

"Shelter Insurance Fundamentals 3" – Web-based continuing Education

A. D. Banker Life, Health, Accident, Property, Casualty Licensure Courses

"Accelerated Learning Workshop" – Facilitated By Dave Meier's Center For Accelerated Learning

Certified Coach Practitioner (CCP) Certification – Certified Coaches Federation

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Excel 2 & 3, Crystal Reports – New Horizons Chicago

Winfree Systems LLC Initial Business Opportunity/Franchisee Operations

“Developing Certification Test Items” – Galton Technologies

“Certified Technical Trainer Boot Camp” – Friezen Kay and Associates

“Train The Trainer” – Art Escalara and Associates

Neil Rackham's "SPIN Selling Skills" – Canon Computer/Facsimile/Copier Sales

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## PROFESSIONAL AFFILIATIONS

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Member of: **Aurora Regional Chamber of Commerce**

Member of **Aurora Regional Chamber of Commerce Ambassador's Committee** (2007 to present)

Member of **Aurora Kiwanis Club** (2016 to present)