

Scott Foster, CLU
1080 Iris Drive
Conyers, GA 30094

PROFESSIONAL: Chartered Life Underwriter

PROFESSIONAL ASSOCIATIONS: Million Dollar Round Table – Life Member
The American Association of Chartered Life Underwriters
Life Leaders of Georgia
National Association of Life Underwriters
Atlanta Life Underwriters Association

EDUCATION: University of Georgia, BBA (1972)
Risk Management & Insurance
American College of Life Underwriters (Graduated 1979)
Member of Phil Kappa Phi Honor Society since 1973

PROFESSIONAL ACCOMPLISHMENTS: Graduate Life Underwriters Training
Course Parts I, II, III; Fifteen Years
Qualified for National Achievement Sales Award; Qualifying
And Life Member of the Million Dollar Round Table;
State Farm’s #1 Agency – Life – 23 years
1983 – 2006
State Farm’s # Agency – Multiple Line – 21 years
1984 - 2005

PUBLICATIONS: The CLU Forum
The National Association of Life Underwriters
Life Insurance Selling entitled “The Agent Should Be A
Whole Person”
Money Magazine, December, 1991

LECTURES & SEMINARS: Integon Life Insurance Company MDRT Forum
Metropolitan Life MDRT Forum
State Farm Life Millionaire Forum
The Savannah, Georgia Life Underwriters Association
The National Charter Life Underwriters Forum, Chicago, IL
The Columbus, GA Life Underwriters Association 1991,1999
State Farm Insurance Estate Planning for non-lawyers
Raleigh-Durham Chapter of the American Society of
Chartered Underwriters
State Farm Southeastern Conference Millionaire Checkpoint
The National Association of Life Underwriters, Chicago, IL

The New York City Sales Congress
The Oklahoma City Life Underwriters Association
Million Dollar Round Table, July, 1991 & June, 1994
The Tri-Cities Georgia Life Underwriters Association
Alabama Region of State Farm
Raleigh Life Underwriters Association
St. Louis Life Underwriters Association
New Orleans State Farm National Convention
San Diego Life Underwriters Association
Georgia State Life Underwriters Sales Caravan
New Orleans Life Underwriters Association
State Farm West Central Convention, St. Louis
Georgia Association of Agency Managers
NALU Forum
Louisville Association of Life Underwriters
Pittsburgh Life Underwriters Association
Alaska State Farm Insurance Forum
Lone Star Life Leaders Meetings
Miami 2000 Agency College
Chicago, IL 2001 State of the Region Meeting
New Orleans Association of Life Underwriters

**PROFESSIONAL
EXPERIENCE:**

The Metropolitan Life Insurance Company
Agent 1972 – 1976
State Farm Insurance Companies
Agent 1976 – Present
Scott Foster, CLU, Inc. 1980 - Present