



Application for

VBSC OFFICERS/BOARD OF DIRECTORS

January 1, 2024 - December 31, 2024

In applying for a position on the executive VBSC Board (President, Vice President, Secretary, Treasurer, or Nominating) it is recommended that you serve as chairmanship on the Board for at least one year.

NAME: M. L. "Mike" Zuchowski

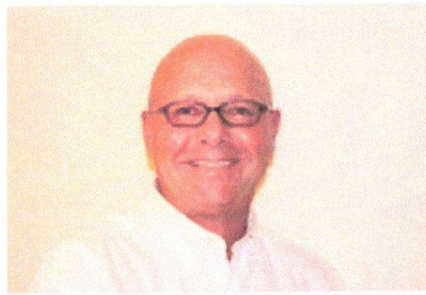
X OFFICE APPLYING FOR: **President** __ **Vice President** __ **Secretary** __ **Treasurer:** **_X_** **Nominating** __

Number of years you have in the VBSC Shag Club: 4

VBSC Experience: Positions held: VBSC Board – (Office, Chairmanship, Committees...)

I currently serve on the VBSC Executive Board as Treasurer and it has been a great pleasure and honor to serve in this capacity. The entire Board has had one primary focus this year and that was to serve the Membership of our Club by promoting a greater level of unity, dignity and respect for all. The current Board has worked very well together this year promoting an enthusiasm and excitement around bringing in new members. And I'm happy to report that the VBSC has seen over 100 hundred new associate members so far this year with many making a commitment to full membership. Thank you to all of our Members for participating in this endeavor!!!

I continue to serve on the Welcoming Committee with Angie Etheridge when needed. My best accomplishment came while serving as Chairman of the Neighborhood Promotions Committee. During the first three months at Marina Shores my committee brought in over 100 new members. The energy that was brought to the club during this time catapulted the attendance of our mix and mingle to well over 200 per week for several months.

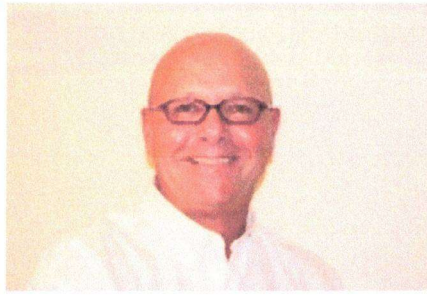


Experience outside of the VBSC (Occupation, Awards, Education, etc.)

47 years as an Insurance Professional serving in the following position:

- **1972 – 1975 Sales Agent with Prudential leading all rookie agents by sales for 3 years**
- **1975 – 1980 Assistant Manager with Occidental Life of California assisting in building one of the largest agencies in the country. Number one Assistant Manager in the country measured by recruiting and sales. I also led by example as the number one Personal Producer for the Agency**
- **1980 – 1983 General Manager Norfolk office for Occidental Life of California. Built this scratch Agency from nothing to the fastest growing Agency in the company. Recruited and developed over 25 new Sales Agents and 2 Sales Managers. I was also the leading Sales Producer in the Agency again leading by example.**
- **1983 – 1990 General Agent dedicated to personal sales and serving the insurance needs of a very large book of business. During this time, I qualified for the Million Dollar Round Table and Court of the Table multiple times.**
- **1990 - 2001 General Manager for the Life Insurance Company of Virginia. Grew the Agency to the number one position in the country measured by recruiting and sales and was a leading Personal Producer.**
- **2001 – 2003 Vice President for the Allstate Insurance Companies covering the states of Virginia and West Virginia responsible for recruiting experienced Financial Advisors and Partnering them with Allstate Property and Casualty Agents. Again, I built this Unit to the number one position in the country measured by number of recruits and sales volume.**
- **2003 to present Purchased my own Insurance Agency offering all lines of insurance. I now have a book of business made up of over 5000 clients. I also handle the Books for my Business by using QuickBooks Financial Software. The VBSC uses this same Program which makes my job as Treasurer much easier due to my familiarity with the software.**
- **The philosophy of serving others is the primary reason for my success over the years.**

Education, Certifications and Memberships:



- Completed all study requirements earning credentials as a Certified Senior Advisor, Certified in Long Term Care, Life Underwriters Training Council Fellow, 9 of 13 parts toward Chartered Financial Consultant and Chartered Life Underwriter, General Agents and Managers Study Program, Certified Series 6, 7, 63 and 24 with the Securities Exchange Commission
- LUTC Association Member, Instructor and Board Member serving in all Positions. General Agents and Managers Association Member, Instructor and Board Member serving in all Positions. Served on the Managers and Executives Board for Occidental Life Insurance Company. Served on the Board of the Men's Golf Association of Broad Bay Country Club.

Michael L. Zuckowski