

Federal Seminars & ChFEBC, Inc

Woman Owned Business
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K. Shawn McCoy

Shawn has over 21 years of experience in the financial services industry in wholesaling, sales, sales management, and advisor practice management. Most recently he ran the Professional Development department for Curian Capital, a registered investment advisory firm based in Denver Colorado. As a Vice President, he managed a cross-functional team to support independent investment advisors by developing and delivering consultative advisor practice management solutions designed to increase the profitability and efficiency of their practices.

Prior to joining Curian, Shawn spent almost 20 years with MetLife. The last eight years with MetLife he worked for the Broker Dealer wholesaling investment advisory plans, promoting sales of investments and managed the wholesaling team for the Western United States. In addition, he has held positions as an Institutional Sales Account Executive, Regional Training Director, Regional Recruiting Director Account Representative and Branch Sales Manager

Education

Masters of Business Administration,
1987

University of Louisiana - Monroe,
Monroe, LA

Bachelor's of Business Administration,
1985 University of Louisiana - Monroe,
Monroe, LA

Industry Training

Graduate, The Sequoia System
Graduate, Nick Murray's Masters Wholesaler Program

Designations and Licenses

Fellowship of Life Management (FLMI) Registered
Representative (Series 7,66, and 24)