CANNON
FINANCIAL INSTITUTE

Lawrence T. Divers
Executive Vice President

About Larry

Larry's personal enthusiasm and career commitment to the wealth management industry has become recognized on a national and regional basis. With over 25 years of experience in the investment management, wealth management, and wealth transfer industry he is one of Cannon's most seasoned and experienced trainers and consultants.

His primary focus in advising, consulting and training for the financial services industry has been in the sales and relationship management arena with a slant toward investment specialists who are interested in growing their business via a holistic/comprehensive wealth management approach

Larry began working with Cannon Financial Institute as a part time instructor in its Schools in 1986, and joined Cannon full-time in January of 1997.

With an abundance of real world experience spanning more than two decades, Larry effectively combines technical subject matter with client interfacing skills and relationship development skills through out the delivery of his training and speaking engagements. These practical experiences give him the foundation for delivering training and consulting that is tailored to have maximum impact for those servicing and selling into the wealth management market place. Participants and students in his classes and seminars consistently rate them as being highly informative, effective and implement able.

Primary Areas of Expertise

Lifetime Income Planning
Sales and Relationship Management
Investments
Wealth Transfer
Operations
Retirement Plan Services/401K
Pension Plans
Endowment & Foundations
Government Entities
Philanthropies

Lawrence T. Divers - Executive Vice President

Education

BA's (2) *St. Martins' College*
M.S., *Illinois State University*
Employee Benefits Trust School, Cannon Financial Institute
Employee Benefits Sales School, Cannon Financial Institute

Designations, Affiliations & Licenses

- Certified Wealth Strategist®
- Accredited Fiduciary Investment Manager (AFIM)
- Accredited Investment Fiduciary (AIF)
- Certified IRA Services Professional (CISP)
- Certified Retirement Administrator (CRA)
- Certified Retirement Counselor (CRC)
- Certified Retirement Plan Specialist (CRPS)
- Certified Securities Operations Professional (CSOP).

Featured Speaker & Lecturer

- FIRMA
- Nationwide
- Hartford Life Insurance
- TIAA-CREF
- Goldman Sachs
- Hale & Dorr
- Bank of America