



Mitchell I. Barnett

National Practice Leader, K-12 Retirement

Prior to forming a private practice in 2004, Mitchell I. Barnett was vice president of sales at Four Seasons Securities, responsible for independent marketing organizations and distribution for the Atlanta-based firm. His role included directing local 403(b) sales and overall market development nationally. He also served as divisional vice president of sales for Northern Life, a Reliastar Life company. During this time he oversaw a large number of Advisors and was responsible for marketing planning and strategy for the eastern U.S.

Mr. Barnett was instrumental in the rollout of the first 403(b) fixed indexed annuity for Life Insurance Company of the Southwest. He also served as a chief consultant for American Fidelity, where he developed and implemented numerous programs focusing on the company's 403(b) and annuity directives. Mr. Barnett began his management career as regional director of sales at Northern Life, where he managed a large number of Advisors and their related client assets throughout 15 states. He has also been credited with numerous industry awards.

Mr. Barnett received his Bachelor of Science degrees in finance and economics from the Robert H. Smith School of Business at the University of Maryland. Insurance licensed, he has focused on the 403(b) industry for over 35 years and is based in the Orlando, FL area.