



A MCCOLL BROS. LOCKWOOD COMPANY

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FOR IMMEDIATE RELEASE

DONALD R. PAYNE, JR. JOINS MBL ADVISORS AS MANAGING DIRECTOR

MBL Advisors is pleased to welcome Donald R. Payne, Jr. as Managing Director. Mr. Payne brings over 25 years of extensive financial services industry experience working with clients and their advisors to implement advanced life insurance planning strategies to best fit a complex need. He joins MBL Advisors with expertise in the comprehensive review of life insurance plans and portfolios to provide better efficiency and secure coverage needs for the long-term. "We are excited to have Don Payne on board. He brings a wealth of experience and wisdom to our private client insurance and executive benefits practice," according to Luther Lockwood, Managing Principal of MBL Advisors.

Previously Mr. Payne served as Managing Partner of Harris, Crouch, Long, Scott & Miller where he developed best practices for underwriting, case design and ongoing services for ultra-high net worth families. He directly managed key client relationships and worked with their closest professional advisors. Prior to that, Don was with the Todd Organization, a national provider of non-qualified benefit plans and served as Vice President, Chief Compliance Officer and Chief Financial Officer of its broker dealer. He was one of the founding officers of the broker dealer and coordinated their successful membership approval with the NASD (now FINRA). In addition to holding Life and Health, and Long Term Care Insurance Licenses, Don also holds his Series 6, 26, 27, 63 and 65 FINRA licenses.

Mr. Payne earned a Master's in Business Administration and a Bachelor of Arts in Computer Science from East Carolina University and has earned the CLU, ChFC and CFP professional designations. He is a long-standing member of the Association of Advanced Life Underwriting (AALU) where he previously served as Vice Chairman of the Business Insurance and Estate Planning Committee. He's a Past President of the Piedmont Estate and Business Planning Council and was previously a member of the PartnersFinancial Advisory Board and served as Chairman of the Compensation Committee.

MBL Advisors Inc. is an independently owned and operated boutique financial services firm specializing in Executive Compensation, Corporate Retirement Planning and Business Exit Planning for successful companies as well as Wealth Management, Wealth Transfer Planning, and Private Client Insurance Services. The firm is a Member Firm of the M Financial Group offering securities and investment advisory services through M Holdings Securities, Inc., a Registered Investment Adviser and Broker/Dealer, Member FINRA/SIPC.
