Allianz Life Insurance Company of North America



Heidi Vanderkloot

Senior Vice President, Head of FMO Distribution

Background

With more than 30 years in the financial services industry, Vanderkloot has diverse experience in sales, marketing, account management, strategic development, financial planning, field development, and risk management solutions.

Experience

- Responsible for leading the FMO/IMO sales channel distributing annuities at Allianz Life.
- Directs ongoing sales initiatives, distribution relationships, marketing initiatives, and managing the overall strategic direction of the channel.
- Develops and leads wholesaling teams that deliver retirement and risk management strategies to marketers, RIAs, broker/dealers, registered reps, and advisors through various platforms and events to drive growth opportunities.
- Previous experience includes leadership roles in marketing, retail financial services, regional account management, sales training, and wholesaler development.

Education, certifications, and memberships

- B.A. in business communications from Augsburg University
- Center for Financial Planning Excellence graduate
- Life, Accident & Health Insurance license
- FINRA Series 7, 26, and 66 securities registrations
- Member of the Retirement Income Strategies Group (LIMRA)

→ FOCUSED ON:

- Retirement income strategies
- Relationship and account management
- Sales and marketing strategies
- Field/distribution development
- Financial planning
- Risk management solutions
- Financial professional education

Allianz Life Insurance Company of North America and Allianz Life Financial Service, LLC do not offer financial planning services.

Annuities and life insurance are issued by Allianz Life Insurance Company of North America (Allianz). Registered index-linked annuities are distributed by its affiliate, Allianz Life Financial Services, LLC, member FINRA, 5701 Golden Hills Drive, Minneapolis, MN 55416-1297. 800.542.5427 www.allianzlife.com

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