

Security Benefit's President Likes Selling Annuities

Doug Wolff, President of Security Benefit Life, was featured in a recent article by *ThinkAdvisor*.

While many executives of publicly traded life insurers have promised securities analysts that their companies have taken a “disciplined” approach to pricing, slashed living benefits guarantees, suspended sales of the products facing the most pressure, and generally done everything possible to hide themselves in caves. Wolff says Security Benefit is taking a different approach: It’s out there selling more annuities.

Read the complete article from [ThinkAdvisor](#).

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