

June 24, 2021
NAIFA-Dallas Luncheon
Speaker Bios

Michael F. Scovel, CLU, ChFC, MSM, began his career with New York Life at the age of 22 in the Central California General Office. As an agent, he always had a high case rate and qualified for MDRT. In 1996, at the age of 24, Mike was promoted to Partner. Mike's passion for management was apparent in his desire to help agents interested in management move in that direction. Over his three years as a Sales Manager, Mike helped promote five new agents to the rank of Sales Manager. He was promoted to Managing Partner of the Stockton General Office in 1999. It was one of the fastest growing offices in the company – from the 90th to the 26th largest office in 5 years. The new organization in the office grew an average of 75% a year in production in that same time period. Mike was promoted to the Illinois General Office in 2005. In the three years in the Illinois GO, the office promoted 11 partners and had a bench of 6 to continue its rapid growth. The case rate was up dramatically, and the retention was one of the best in the country. Mike was promoted to Senior Vice President of the West Central Zone on January 1, 2009. The West Central Zone won the 2009 Zone Award of Excellence. His most recent move in 2012 has placed him in the role of the Dallas General Office managing partner. The office is considered one of the most significant in the country with a history of success and a market that is insatiable. In 2016, the Dallas General Office became the #1 office in New York Life, winning the Chairman's Trophy. Mike graduated from California State University Fresno with a degree in marketing and a master's degree in management from the American College. Mike is married to Patti, and they have three beautiful children.

Michael D. Smith, LTCP, SGS, entered the insurance business in 1993 as a marketing and broker service representative at The Brokerage, Inc. Presently, he is President of The Brokerage, an insurance marketing organization licensed in all 50 states. The Brokerage specializes in life, health, financial, senior insurance products, and marketing services. Throughout his career, Mike has been recognized by his peers with numerous prestigious accolades, including the Donna Carnall Career Achievement Award (2005 by Ft Worth AHU), the Hollis Roberson Award (2015 by Texas AHU), the NAIFA-Dallas Advisor of the Year (2016), the NAIFA-Dallas Hall of Fame (2020), and the National Association of Independent Life Brokerage Agencies 2020 "ID 20 Award", honoring Independent Distribution's most courageous innovators, change-makers, trailblazers, visionaries, and leaders. Mike is an active member of NAIFA-Dallas, NAHU, NAILBA, The Brokers Health Network, and the Marketing Alliance. Mike earned his bachelor's degree in Business Administration from the University of North Texas in 1989. In 2003, Mike earned the designation of Long-Term Care Professional (LTCP) and in 2012 the Small Group Specialist Designation (SGS). Mike and his wife, Shannon, have three children, Kayli, Kyle, and Kinley.