



Don Kim

MANAGER, PRODUCT & CARRIER INTELLIGENCE

858-444-3111 • dkim@cbiz.com

Don Kim is a Senior Life Product Analyst for CBIZ Special Risk Insurance Services, Inc. (CBIZ Special Risk) and leads the Case Design Team.

With more than 20 years in the life insurance business, Don has a deep understanding of carriers and product performance. He provides key strategic sales support to producers through a number of initiatives including: analyzing products, designing cases, and identifying solutions for clients. Don focuses his efforts on providing product solutions via case design models using life insurance. He develops and provides proactive consultation for tax, and case design issues ranging from high-level perspectives on legislation and the regulatory environment down to a specific technical sales concept for an individual client.

Don worked as a marketing and product expert with Manulife and Pacific Life since 1989 until he joined CBIZ Special Risk in 1999. He received a Bachelor of Science degree in Political Science from California State University.



® **CBIZ Special Risk**

Creative Ideas. Brilliant Results.

www.cbizsr.com