

Advanced Markets Bios

Mark Teitelbaum,

*JD,LL.M, CLU, ChFC*

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Mark A. Teitelbaum is Vice President, Advance sales at AXA Life Insurance Company. Mark joined AXA in June 2006 to manage the Advanced Markets and Marketing efforts of AXA Distributors — Life Division. Additionally, he is one of the attorneys responsible for handling field calls in the areas of business, estate and retirement planning. Mark’s primary focus, however, is in developing sales tools and marketing campaigns to position AXA’s life insurance.

Prior to joining AXA, Mark was Vice President, Advanced Sales, at MetLife Investors and Second Vice President of Advanced Marketing at Travelers Life & Annuity. In those roles, he primarily focused on developing sales tools to help integrate client-based approaches with proprietary life insurance illustration systems.

Mark was also Second Vice President of Advanced Marketing at Phoenix Life Insurance Company and managed the Advanced Sales group at National Life of Vermont. He also worked at Connecticut Mutual in both their Advanced Marketing area and their small business initiatives group. Mark has also done tax and business planning work for a Boston area firm that specialized in executive stock option planning and a CPA firm that specialized in estate planning for business owners.

Mark is currently an Assistant Editor of the Journal of the American Society of Financial Service Professionals and was previously the editor of the American Society’s Business & Compensation Planning Section Newsletter.

He has published several articles in the CLU Journal. The most recent was published in March 2005 and discusses issues related to Trust-Owned Life Insurance. He is a regular contributor to the National Underwriter as well as the American Society’s Business & Compensation Planning Section Newsletter. In 2010, Mark co-authored an article for Estate Planning titled, “Validity of Shark-Fin CLATs Remains in Doubt Despite IRS Guidance.”

Mark is a graduate of Kenyon College and obtained his law degree and LL.M. at both Ohio Northern University and Boston University. He also holds a CLU and ChFC. Mark can be reached at Mark.Teitelbaum@axa.us.com.

**Disclosures:**

Life insurance products are issued by AXA Equitable Life Insurance Company, (New York, NY), or MONY Life Insurance Company of America, an Arizona stock corporation with its main administrative office in New York, NY and is distributed by AXA Distributors, LLC.

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