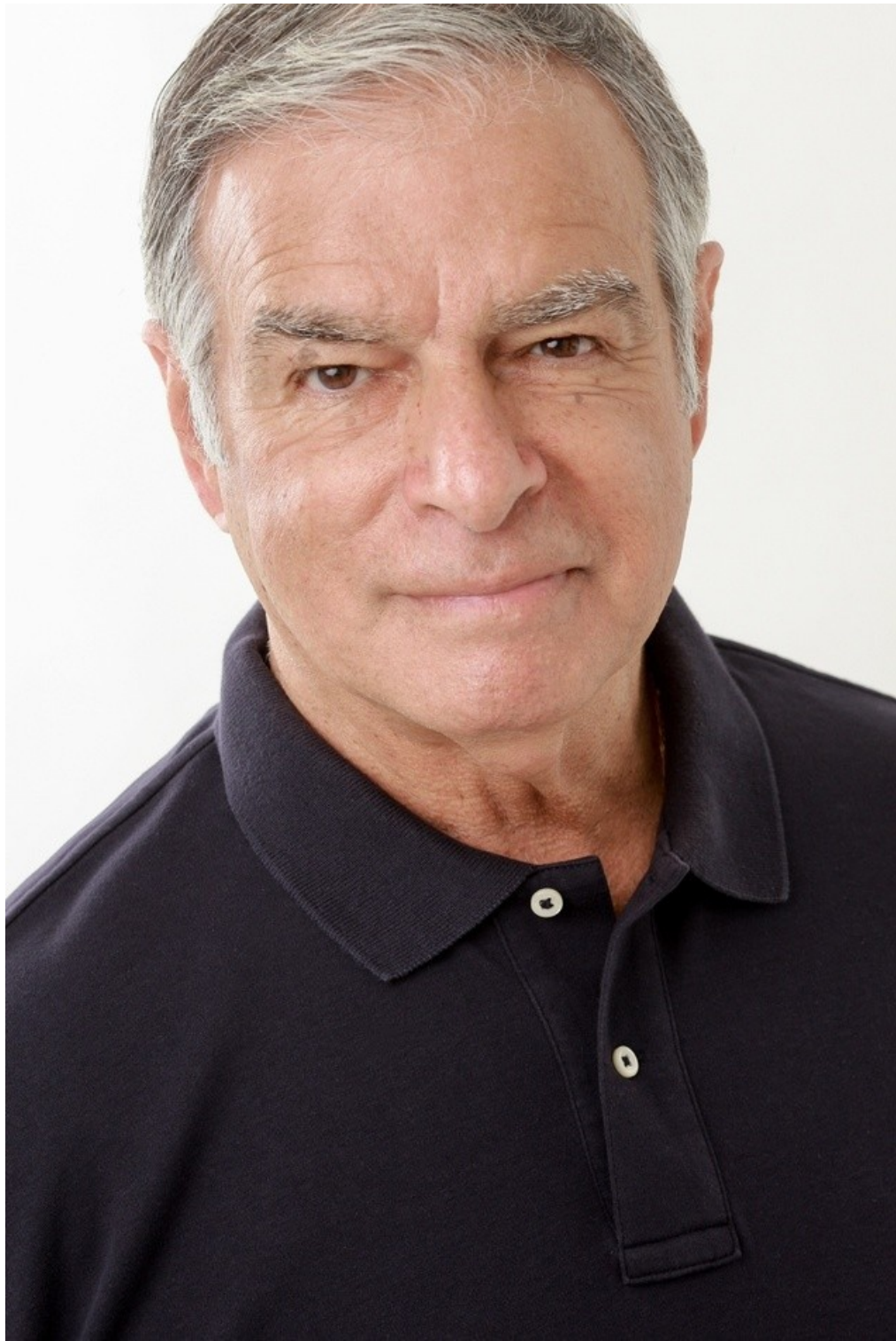


HEIGHT 5' 11" WAIST 38" SHOE 13 SUIT 46R INSEAM 30½" EYES BROWN







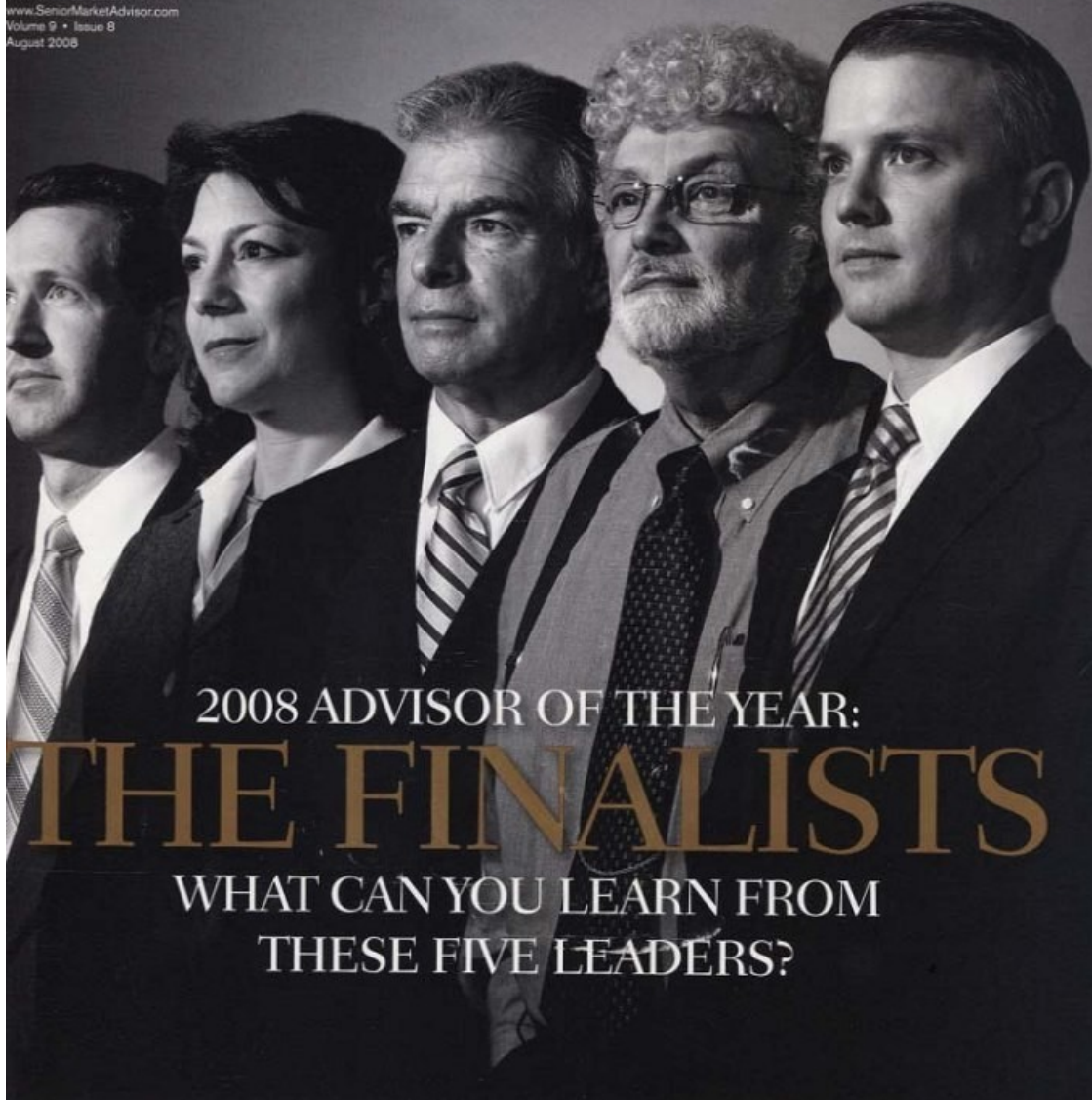




( 2008 Senior Market Advisor Expo show issue )

# Senior Market Advisor

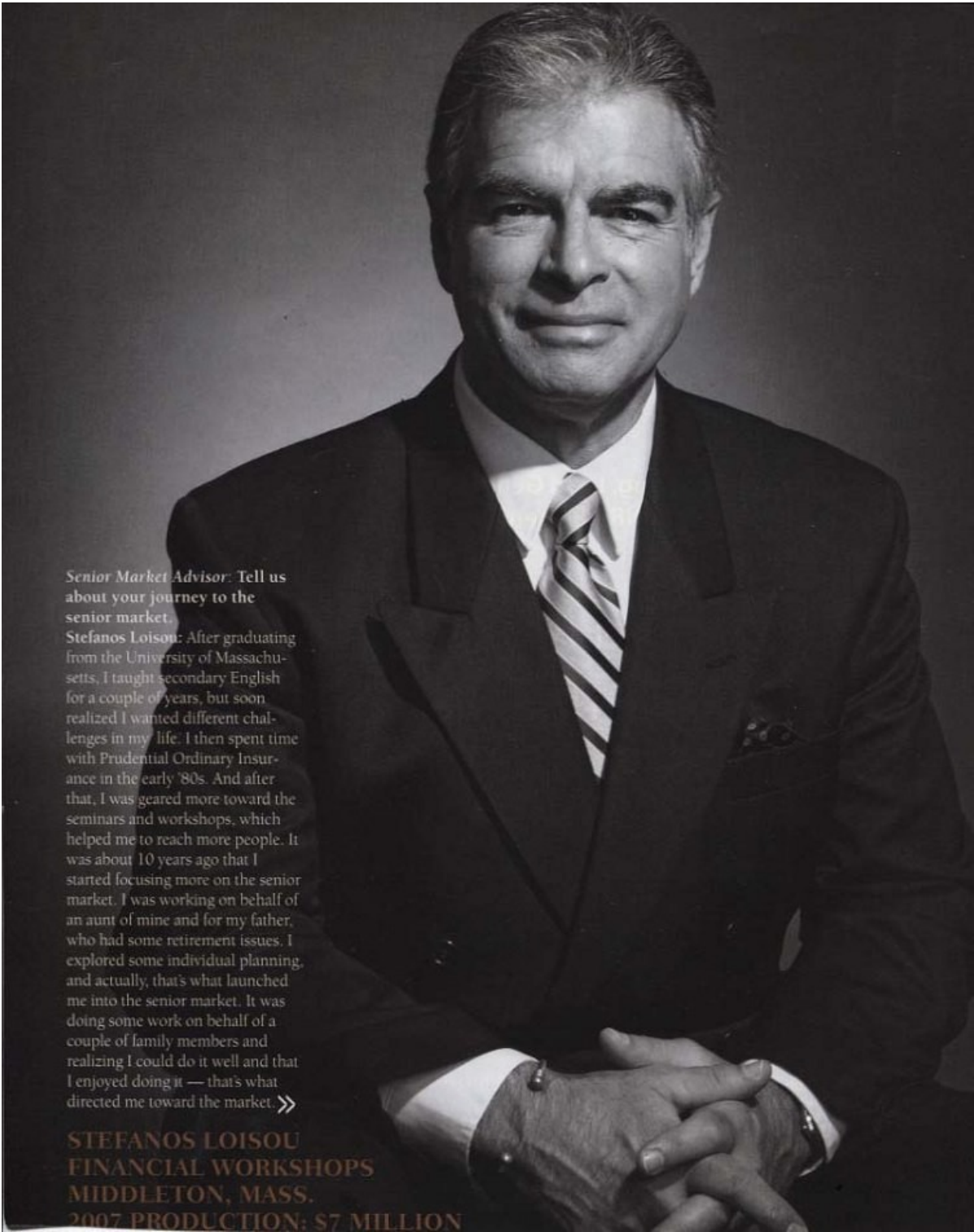
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2008 ADVISOR OF THE YEAR:

## THE FINALISTS

WHAT CAN YOU LEARN FROM  
THESE FIVE LEADERS?



*Senior Market Advisor:* Tell us about your journey to the senior market.

**Stefanos Loizou:** After graduating from the University of Massachusetts, I taught secondary English for a couple of years, but soon realized I wanted different challenges in my life. I then spent time with Prudential Ordinary Insurance in the early '80s. And after that, I was geared more toward the seminars and workshops, which helped me to reach more people. It was about 10 years ago that I started focusing more on the senior market. I was working on behalf of an aunt of mine and for my father, who had some retirement issues. I explored some individual planning, and actually, that's what launched me into the senior market. It was doing some work on behalf of a couple of family members and realizing I could do it well and that I enjoyed doing it — that's what directed me toward the market. >>

**STEFANOS LOISOU**  
**FINANCIAL WORKSHOPS**  
**MIDDLETON, MASS.**  
**2007 PRODUCTION: \$7 MILLION**





