

Raymond Phillips, CLU, LTCP
President
The Brokers Source, Ltd.
Pittsburgh, PA

Ray Phillips is the President of The Brokers Source, Ltd/PlusGroup Pennsylvania., a full-service, independent insurance brokerage firm providing fixed insurance products and guidance to insurance agents, financial planners and other financial professionals.

Ray was Chairman of the National Association of Life Brokerage Agencies (NAILBA) in 2013. He is a past-President of the Pittsburgh Chapter of National Association of Insurance and Financial Advisors; past-President of the Pittsburgh Association of Health Underwriters; He is past-President of the Society of Underwriting Brokers (SubCenters) and currently serves as its Secretary.

Ray is the recipient of the Edward Haldeman Memorial Award from the Pittsburgh NAIFA Chapter for distinguished service to the insurance industry and community.

He has served on the Society of Financial Service Professional's Standard of Care Committee and has served on the board of the Pittsburgh chapter of the Society of Financial Service Professionals. He is a member of the Pittsburgh Estate Planning Council.

He is a member of The Plus Group-America's Premier DI Marketing Group and has served on its board. He is a charter member of the International Disability Income Society.

He is a founding member The Marketing Alliance.

Ray's been married to his wife Sue for over three decades. They have three children – Zack, Kelsey and Hannah. He's an active member of Trinity Lutheran Church Wexford. Ray loves the outdoors and is a member of multiple sportsmen's clubs and Shannopin Country Club. On the whole he'd rather be in the mountains...

Recently was instrumental in planning the 1st Western Pennsylvania Insurance Symposium which brought together the PA chapter of NAIFA and Pittsburgh chapter of SFSP for a meeting talking about a variety of insurance topics, including Fixed Annuities, Life Insurance and Disability Insurance.