



## GLEN C. FARR, CLU, ChFC

Glen has been in the life insurance brokerage and financial consulting businesses for over 34 years. Through his long experience, the specialized firm of Farr and Associates has earned the trust of other allied professionals; as a result, CPAs, property and casualty insurance brokers, and estate planning attorneys regularly refer their most-important clients to him for assistance with their life insurance needs.

In his professional and volunteer work with community based not-for-profit organizations, Glen's work experience has given him the skills to serve as an "idea merchant," identifying appropriate financial and estate planning solutions for a wide range of individuals and enterprises.

Glen has written over \$2 billion worth of life insurance for his clients, with an emphasis on protecting business assets and financing the cost of estate taxes. Those who work with Glen range from the owner of a major league baseball team, to owners and senior executives of small and midsize regional businesses, all of whom value highly personalized and creative advice with regard to their life insurance decisions.

In addition to his work with Farr and Associates, Glen enjoys conducting continuing education classes for lawyers and accountants on the topics of life insurance and split dollar planning, as well as gift and estate tax reduction.

### EDUCATION

Graduate, University of Southern California Bachelor of Science, Business Administration, Finance/Insurance Emphasis, 1981

American College  
Chartered Life Underwriter Designation, 1986

American College  
Chartered Financial Consultant Designation, 1986

### AWARDS & RECOGNITION

Million Dollar Round Table  
28 Year Member  
Thirteen-time Top of the Table

### CONTACT

Farr & Associates

996 S. Seaward Ave.  
Ventura, CA 93001

Ph: 805.644.3500  
Fx: 805.644.7868

glen@farr-associates.com  
Farr-Associates.com

### PAST & PRESENT COMMUNITY AFFILIATIONS

- Community Memorial Hospital—Past Trustee
- City of Hope—Prostate Cancer Counselor
- Channel Islands National Bank—Director Emeritus
- Santa Barbara Estate Planning Counsel—Director