

## Mark A. Teitelbaum, JD, LL.M, CLU, ChFC

### Biography



**Mark A. Teitelbaum** joined AXA Equitable 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 Equitable's life products in independent distribution channels.

Prior to joining AXA Equitable, 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.

He 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 their Advanced Marketing area and also worked with their small business initiatives programs. 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 benefit and estate for business owners.

Mark is currently an Assistant Editor of the Journal of the American Society of Financial Service Professionals and was the previous 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. Mark also wrote for many of MetLife Investor's sales related publications.

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.