



**Michael D Salmon**

Insurance Design Network  
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**Background & Experience**

Michael entered the life insurance industry in 1973 with the Prudential Insurance Company. He joined Transamerica as a Life Brokerage Manager in 1979 and later joined the Larry Gordon Agency in Chicago, managing seven offices for the Gordon agency in Illinois and Wisconsin. In 1990, Michael started his own life agency MDS Insurance Group as a personal producer. In 1995, he joined the Hartford Insurance Company as a senior account executive working with wire-house brokers of Wells Fargo, Robert W Baird, Edward Jones, Smith Barney, Morgan Stanley, UBS and RBC. While at the Hartford he was considered a leading producer qualifying for their President club each year. After leaving the Hartford Michael joined IDA and has been an independent life broker providing life insurance products to wire-house brokers of Wells Fargo, Robert W Baird, RBC and Stifel. In the spring of 2017, Michael started his own BGA Insurance Design Network, LLC an AIN affiliate.

While in personal production Michael was a life and qualifying member of MDRT and the court of the table. Over the past 40 years he has been active in his local Life Underwriters association. He is a past president of that organization and also served at the state level of the Illinois State Association of Life Underwriters. Michael has been a presenter and speaker at Insurance meetings of his peers.

**Certifications & Education**

- Lincoln Christian College Lincoln, IL - Theology