



**Rich Hinkle**

Insurance Design Network  
225 Oxbow Circle  
Fargo, ND 58047  
Email: [rhinkle@idesign-network.com](mailto:rhinkle@idesign-network.com)  
O: 701-588-9288  
C: 701-331-4161  
F: 701-588-9282

**Background & Experience**

Rich Hinkle joined the life insurance industry in the early 2000s, becoming the VP of Life Marketing for the Producers Financial Group in 2002. In 2011, he joined Lincoln Financial Group as a Life Insurance Wholesaler and was a member of the Lincoln Leaders Club from 2012 through 2015. He then joined Saybrus in 2016. During his time with both Lincoln and Saybrus, Rich served as in-house Point of Sale at Edward Jones, earning their top life insurance wholesaler award, the Edward Jones Certificate of Excellence, seven times. Rich joined Insurance Design Network in 2019.

**Certifications & Education**

- Minnesota State University, Moorhead, MN – BS Business Administration & Marketing - 2002