



STEPHEN P. CLIFFORD

National Training Director



ABOUT STEVE

A career sales executive, Steve spent most of the past 35+ years building and managing sales teams for major US insurance companies. His product expertise centered around Retirement Planning with a focus on annuities and income planning.

PROFESSIONAL EXPERIENCE

During his career Steve hired, trained and developed more than 250 sales professionals. He was highly regarded as a professional speaker and was called on frequently to give presentations on topics relevant to Retirement Planning. He retired from MetLife at the end of 2012 after 12 years as Sales Manager for their Eastern Division. He currently works as Director of Insurance and Investment Products for Hayden Royal. Prior to launching his career in the financial services industry, Mr. Clifford spent 15 years in the newspaper business, serving in a number of business management roles for Knight-Ridder Newspapers' properties in Miami, Macon, GA and Charlotte.

EDUCATION/SERVICE

Steve holds a Bachelor of Science degree in Mathematics from The Citadel, a Bachelor of Arts in Psychology from the University of North Carolina-Charlotte and a Master's of Business Administration from the University of South Carolina. He is a Viet Nam War Era veteran, having served as a US Army 1st Lieutenant from 1968 to 1970.

PERSONAL INFORMATION

Steve and his wife, Martha, have four children and eleven grandchildren. They reside in Charlotte, NC.

CONTACT INFORMATION

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