

About the Author

Gary L. Flotron, M.B.A., CLU®, ChFC®, AEP®, is principal of G.L. Flotron & Associates and specializes in the areas of trust-owned life insurance, estate and business planning, and executive and employee benefit plans. He is also the Associate Director Financial Planning Programs and an Adjunct Faculty member at the College of Business Administration, University of Missouri–St. Louis, where he teaches courses in estate and trust planning, planning for business owners and professionals, employee benefits, and life insurance.



In addition, he is a former Adjunct Professor with The American College of Financial Services of Bryn Mawr, Pennsylvania. An author and frequent national speaker, Gary has spoken to numerous professional associations and groups, including the Heckerling Institute on Estate Planning, the National Association of Estate Planners & Councils (NAEPC) Annual Conference, The Federal Tax Institute of New England, and the Society of Financial Service Professionals (FSP) Video Training Conference.

Mr. Flotron has been an active member in various professional associations. He is Chair Emeritus and a Member of the Executive Committee for the Synergy Summit, an organization and think tank composed of representatives from ten major national legal and financial services professional organizations involved in estate planning. Previously he has served as Chair of the Professional Education and Development Committee for the Synergy Summit. He is a Past President of the NAEPC and The NAEPC Education Foundation, as well as past Chair of The NAEPC Education Foundation Committee and past Chair of the Accredited Estate Planner® (AEP®) Designation Committee for NAEPC. A past Member of the National Board of Directors of the FSP, Mr. Flotron, in addition to having served on numerous national committees and task forces, is the current Editor of the *Estate Planning* quarterly publication for FSP. He is also a former member of the University of Missouri–St. Louis Planned Giving Advisory Committee.

A past President of the FSP Greater St. Louis Chapter, Gary is also a past President of the Estate Planning Council of St. Louis, and past President of the National Association of Insurance and Financial Advisors St. Louis Chapter. He is a past Member of the Board of Directors of the Foundation for Financial Service Professionals and a past Regional Chair for the National Council of The American College. Mr. Flotron has also served as a Member of the Chartered Financial Consultant (ChFC®) Curriculum Advisory Board for The American College of Financial Services.

An M.B.A. graduate of the Washington University John M. Olin Graduate School of Business Administration, where he was inducted into Beta Gamma Sigma, the National Business Honors Fraternity, Mr. Flotron completed his undergraduate work in engineering management with a concentration in electrical engineering (B.S.E. Mgt.) at the University of Missouri at Rolla (now Missouri University of Science and Technology). He received the Chartered Life Underwriter (CLU®) designation in 1984 and the Chartered Financial Consultant (ChFC®) designation in 1985, both granted by The American College of Financial Services. In 1995, he was awarded the Accredited Estate Planner® (AEP®) designation by NAEPC. Gary is the 1996 recipient of the Stan Towerman Excellence in Professional Education Award from the FSP Greater St. Louis Chapter, and a 1994 recipient of the Paul F. Mills Scholarship from the Foundation for Financial Service Professionals. He was inducted into the National Association of Insurance and Financial Advisors St. Louis Chapter Hall of Fame in 2003. The University of Missouri–St. Louis named Mr. Flotron as the recipient of the 2014–2015 Chancellor’s Excellence Award for a Part-time Faculty Member.

Gary has two sons, Paul and John, a daughter-in-law Anna who is married to John, one grandson, Luke, and one granddaughter, Liliana. His hobbies include reading and learning, traveling, exercising, hiking, modern era architecture, photography, and walking/running his greyhound Jackson (at least in spirit and until he gets another greyhound). Gary’s response when asked “what is something about you that is unique and most folks are unaware of?” is “I had a dinner party in my home for a man who subsequently led a coup d’état and is now the President/Dictator of an African country.”