



# Christine Scott

## Vice President of Retirement



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In 2016, Christine Scott joined the Fulcrum Partners team to help support client engagement and assist in the development of strategic relationships. Having grown up as the daughter of a 30-year insurance industry veteran, in a household where insurance-based financial solutions were dinner table discussions, the move to bring her business and marketing skills to Fulcrum Partners was a logical next step.

Previously, Christine worked as an account manager for Tews Company, facilitating strategic staffing solutions for client companies and ensuring exceptional customer service. Drawing on her entrepreneurial spirit and passion for business, in 2011, Christine became a Founding Leader of Stella & Dot. The multi-level-marketing opportunity allowed Christine to build and grow a profitable business while staying at home with her rambunctious young sons. During her four years in the company, she recruited over fifty new team members, who she trained and motivated in the launch of their own businesses.

- Previously a clinical consultant in outside sales for Athena Medical, where she increased regional sales by 200 percent in two years
- Six years of classroom teaching experience in Virginia Beach City Public Schools
- Former Trade Show Marketing Coordinator, Harmon Homes
- Former Media Buyer for Goldberg Marchesano Advertising Agency, Washington, DC

## Degrees, Certifications, and Registrations

- Series 6 registered
- Florida 2-15 Health & Life (Including Annuities & Variable Contracts) 2017
- Old Dominion University, Master of Science in Education, Focus- Early Childhood, 2004
- James Madison University, Bachelor of Science, Major- Mass Communications, 1999

## Publications and Presentations

### Expertise

With a focus on client service and relationship building, Christine strives to address every client need in a timely and professional manner. Her variety of professional experiences allows a unique approach and a well-rounded understanding of how to manage clients in highly effective ways.

View on the Fulcrum Partners website: <https://www.fulcrumpartnersllc.com/team/christine-scott/>

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# Scott Cahill



## Senior Vice President – Retirement

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Scott Cahill is a Managing Director and Partner of Fulcrum Partners Orlando and is one of the founders of Fulcrum Partners LLC. Over his more than 30-year career, he has specialized in the efficient design and funding of executive benefits for corporations and estate tax liabilities for wealthy families.

His expertise includes strategic integration of compensation and benefits for the top talent at client companies. The result is a comprehensive and effective total rewards structure. He also consults with medium to large private organizations on business succession and ownership transition challenges.

Scott is routinely engaged by organizations to design

- IRS Section 409(A) Plans
- Executive Life & Disability Income Programs that can reduce the risk components of Core Employer Group Plans and restore benefits lost to IRS or insurance carrier limitations
- Estate Tax Efficient Succession and Generational Planning Strategies
- Tax Efficient Hedging of Non-Qualified Plan Liabilities

Scott serves on the Advisory Board of the [National Christian Foundation](#) (Orlando) as he looks to see the city where he grew up and has now raised his own children become a generous, giving community. Scott and his family have been active participants and financial sponsors of the Luis Palau Association outreach to sponsor evangelical initiatives to encourage and equip cities around the globe.

## Experience and Service

- Past Owner and Principal of James B. Greene & Associates, Inc. where he developed an extensive list of high profile clients throughout the southeast
- [Central Florida Estate Planning Council](#), Member
- [The Luis Palau Association](#), Chairman of the Board
- The National Christian Foundation/Orlando, Advisory Board Member
- Top of the Table, Member

## Degrees, Certifications, and Registrations

- Finseca™ Member
- University of South Florida, Bachelor of Science in Finance

## Publications and Presentations

Attended, presented, and spoken to peer professionals in Compensation Consulting, Law, Accounting, and Insurance

## Expertise

- Creative efficiency: Scott is always looking for financial solutions to the benefits challenges his clients face, anticipating outcomes, and recommending adjustments
- All aspects of 409A Nonqualified Deferred Compensation Plans

View on the Fulcrum Partners website: <https://www.fulcrumpartnersllc.com/team/scott-cahill/>

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