

Wayne A. Goring

Wayne Anthony Goring, known to his family and friends as “the negotiator,” is working as an independent life insurance agent and broker. He is currently affiliated with 13 financial companies including the AIG Financial Network. He markets various financial service products, while specializing in presenting and explaining life insurance products to clients based on their specific needs and goals.

Wayne began his financial career in 1996 just after graduating from the University of the District of Columbia with a Bachelor of Business Administration degree in Finance. He got his start in the life insurance industry with the Prudential Insurance and Financial Services Company of America as a Prudential Representative. He credits his manager Kapin Ferguson for teaching him the essentials and benefits to having life insurance.

For the past 19 years, Wayne has been a licensed Financial Advisor for various well-known financial companies. His certifications include the Series 6, Series 63, Life and Health, and he is licensed to do business in the states of Florida, Maryland, Virginia, and the District of Columbia. He encourages and educates clients to evaluate their levels of risk tolerance as a means of achieving their retirement goals.

A native of Miami, Florida, Wayne enjoys spending family time with his wife and kids by visiting the city and loves to share the spirit of his hometown with them. He is still and forever will be a devoted fan of his high school football team known as the Bulls of Miami Northwestern Senior High School. He is also a dedicated member of the Kappa Alpha Psi Fraternity, Inc., in which he volunteers for various community service projects throughout the Washington Metropolitan area.

Wayne’s calm, yet direct approach to explaining life insurance and financial services to clients is beneficial. As he will often explain, having life insurance on your job alone is not the best option. Unless you plan on dying on the job, you cannot transfer that life insurance policy to the next job. The policy stops once you separate or retire.

Overall, Wayne’s goal is to help his current and potential clients by educating them on the importance of income protection through life insurance.

Written by Kaisha S. Goring
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