

Marlōn Hall, CFS®: Professional Bio

Marlōn Hall is a corporate trainer, professional speaker and author serving the financial services industry.

Bio Summary



Marlōn Hall is a corporate trainer and professional speaker in the financial services industry. He trains and speaks to financial institution employees, from tellers to CEOs, throughout the Midwestern US in his role as a regional vice president team lead with Jackson. He works with financial services firms nationally in his role as a managing partner with Practice Management Consultants, LLC and as the author of the *Speak on Purpose* book and training curriculum.

Marlōn Hall earned his Associate of Science in Business Administration from Laramie County Community College in 2003. He went on to graduate with his Bachelor of Science in Business Administration from the University of Wyoming in 2005, where he served as an officer in the Association of Black Student Leaders and as a Senator representing the College of Business in the Associated Students of the University of Wyoming (ASUW) Student Senate.

In 2006, Mr. Hall obtained his state life, health and limited lines insurance licenses and his Series 7 and Series 66 securities licenses from the Financial Industry Regulatory Authority (FINRA). In 2012, he earned his Certified Fund Specialist® designation from the Institute of Business & Finance and in 2020 he obtained his Series 24 securities principal license from FINRA. Originally from Chicago, he has lived in Michigan, Indiana, Pennsylvania, Wyoming, Montana, and Colorado.

Career Highlights

Marlōn Hall began his financial services career in 2005 on the teller line at First Interstate BancSystem as an inaugural member of its Management Training program. He went on to perform as a personal banker, licensed personal banker, licensed sales assistant, financial advisor, and sales & service center manager over the next 3 years.

In 2008, he served as an internal wholesaler of annuities and mutual funds at Jackson National Life Distributors, LLC, raising over \$169 million in assets during his tenure. He earned his promotion to regional vice president in 2010 and has since raised over \$1 billion in annuity assets in that role. In 2020 he was tasked with leading a team of 5 other regional vice presidents while continuing to build relationships and raise assets in his own region.

In March 2019, Mr. Hall published an excerpt from his book *Speak on Purpose* in the magazine *401(K) Specialist*. The book itself, *Speak on Purpose*, became Amazon's #1 New Release in Banking between April 15th 2019 and June 27th 2019. In 2020, Mr. Hall was elected to the National Association of Insurance & Financial Advisors (NAIFA) Indiana State Board of Directors.

Philanthropy and Service

Over the course of his career Marlōn Hall has been active in supporting his community through a range of initiatives. He currently serves as President of the Association for Wholesaling Diversity (AWD), a 501(c)(3) organization he founded in 2016 to heighten awareness of financial services wholesaling employment opportunities in African American communities nationwide. Since 2006, he has volunteered for and contributed to St. Vincent de Paul Society, Junior Achievement USA, Pelotonia and Second Harvest Food Bank. Outside of work, Marlōn enjoys off-road jeeping and downhill skiing. He and his wife particularly enjoy the mountains surrounding St. Mary's Glacier in Idaho Springs, Colorado and spend time there whenever possible.

Business and Community Recognition

2003: Recipient of the “Corporate Innovation Award” from StarTek USA, Inc., Sales Management category

2006: Recipient of the “Best Practices Award” by First Interstate BancSystem, Corporate Security category

2007: Keynote Speaker – St. Vincent de Paul Society Western Regional Diversity Workshop

2007: Voted Sales Support Employee of the Year by First Interstate Wealth Management

2009: Named Q3 2009 “Internal Wholesaler of the Quarter” Jackson Bank Channel Eastern Division

2016: Awarded the 2016 “Leadership Award” Jackson Bank Channel

2017: Elected to the Jackson Bank Channel Eastern Division Leaders Council

2019: Authored “How to Ensure You’re Ignored by Clients” in *401(K) Specialist Magazine*

2019: Authored *Speak on Purpose* - Amazon’s #1 New Release in Banking

Outside Interests

Powerlifting

Mr. Hall has enjoyed fitness training and powerlifting since elementary school and is proud to have placed 3rd in the heavyweight division at the Central Montana Regional Open raw bench press competition in 2007 (285/315/350). He now enjoys lifting with his youngest son, age 16, who is training to be a tri-lingual jazz pianist and fitness model while attending college.

Off-Roading

Mr. Hall received his 1983 Jeep CJ-8 Scrambler as a gift from his mother in 1992. He began off-roading in earnest right away and after 3 full restorations, he continues to hit the trails of Colorado to this day. He and his wife of 22 years and their 3 children love hiking, skiing, and off-roading in the mountains as often as possible.

Further Reading

<https://www.linkedin.com/in/marlonehall/>

<https://www.amazon.com/SPEAK-PURPOSE-Precisely-Effectively-Communication/dp/1093284005/>

<https://401kspecialistmag.com/how-to-ensure-youre-ignored-by-clients/>

<https://www.diversityinwholesaling.com/leaders>

<https://www.naifa-indiana.org/leadership>

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