



John Emanuel
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John joined Principal Life Insurance Company in February 2004 as the Disability Income Regional Vice President (DI RVP) covering Long Island, Westchester, Albany and Upstate area in New York.

His disability insurance career includes 14 years with UnumProvident in New York City. During that time John was a member of Unum's Management Development Program and distinguished himself as a disability insurance expert - exceeding all yearly sales forecasts from 1991 through 2002, and ranking in the top 5% in all individual sales.

As Senior Account Executive, John provided sales and marketing assistance to brokers within the New York City metro area, specializing in employer and employee-paid individual disability income protection, long-term care and voluntary workplace benefits.

Prior to Unum, John was an Assistant Financial Consultant with Abel/Noser Corporation in New York City, managing portfolios totaling \$60 million. Today he is a member of the International DI Society.

John graduated with a BSBA Finance degree in 1988 from American University in Washington, D.C., where he was a member of Sigma Alpha Mu fraternity. He now lives on Long Island with his wife and two daughters.