



Heidi Vanderkloot

Senior Vice President, Head of FMO Distribution

Background

With more than 25 years in the financial services industry, Vanderkloot has diverse experience in sales, marketing, account management, strategic development, financial planning, field development, distribution, and risk management solutions.

Experience

- Manages relationships with the field marketing organizations (FMOs) that distribute Allianz Life products.
- Leads the FMO/IMO sales channel directing ongoing sales initiatives, recruits new distribution relationships, and manages the overall strategic direction of FMO Distribution.
- Develops and leads wholesaling teams that deliver retirement and risk management strategies to marketers, RIAs, broker/dealers, registered reps, and advisors through various platforms and events to drive growth opportunities.
- Previous experience includes leadership roles in marketing, retail financial services, regional account management, sales training, and wholesaler development.

Education, certifications, and memberships

- B.A. in business communications from Augsburg University
- Center for Financial Planning Excellence graduate
- Life, Accident & Health Insurance license
- FINRA Series 7, 26, and 66 securities registrations

→ FOCUSED ON:

- Sales and engagement strategies
- Strategic development
- Relationship and account management
- Financial planning and fintech solutions
- Risk management solutions
- Advisor education

Allianz Life Insurance Company of North America does not offer financial planning services.

Insurance and annuities are issued by Allianz Life Insurance Company of North America. Variable annuities are distributed by its affiliate, Allianz Life Financial Services, LLC, member FINRA, 5701 Golden Hills Drive, Minneapolis, MN 55416-1297. 800.542.5427 www.allianzlife.com

EXT-0017-HVanderkloot (R-12/2023)