



## WENDELL JAMES CARTER

PRESIDENT AND CEO OF UNITED SCHOOLS ASSOCIATES

dba: USA Employee Benefits Company & Eventefi

16701 MELFORD BLVD, SUITE 400-12, BOWIE, MARYLAND 20715

WWW.WENDELLJCARTER.COM

EMAIL: WENDELL.CARTER@USA4YOU.COM

PHONE: (844) 872-4968 FACSIMILE: (202) 318-4750



# STATEMENT OF CAPABILITY

Wendell J. Carter, affectionately known as "Coach Carter," is the Executive Visionary Officer & Chief Distribution Coach for United Schools Associates (USA), a groundbreaking provider of crucial supplemental insurance benefits to education professionals.

A record-breaking sales producer and gifted manager at the national level, Coach Carter stands at the top of his field with over \$16 million in sales from 2011-15. He is a lifetime President Club member with previous carrier partners and a platinum partner with USA's underwriting company. Because Coach Carter has worked from the ground up with numerous national and international startups, he arrives uniquely qualified for his "encore career" with United Schools Associates. As a highly effective motivator and inspirational mentor, Coach Carter constantly strives to help others win.

A native of Washington, D.C. and a member of the class 1984 of Morehouse College, Coach Carter is married to the incomparable Mrs. Elizabeth Carter, the Executive Thought Leader & Chief Celebration Officer at United Schools Associates. Together, they have four children: Christopher, Olivia, Madison, and John.

Education: Morris Brown & Morehouse College 1980-1984

Studies: Business Administration - concentration - Marketing

## ACHIEVEMENTS

- Rookie of the Year - 2004
- Top Divisional Producer - 2005
- District Manager of the Year - 2006
- Million Dollar Club - 2006
- Two Million Dollar Club - 2008.
- President's Round Table Club - 2012
- Regional Vice President of the Year (\$4,200,000 Annualized Sales) 2014
- Leader Conference 2017, 2018, 2019
- Chairman Circle 2018
- Persistency Book of Business 2018
- Lifetime Insurance Sales Producer & Manager: (18,000,000)

## CORE COMPETENCIES

- Visionary
- Team Building
- Top Sales Producer
- Management and oversight
- Motivator and Encourager

## SOCIAL/COMMUNITY

- President of Marriage Enrichment Ministry - Metropolitan Baptist Church
- Member of the Men's Ministry Metropolitan Baptist Church

## ACCREDITATION

License:  
Life & Health  
099909482

## CODES AND CERTIFICATIONS

TIN: 46-3034665  
NAICS Codes: 524210, 524298, 524292, 561330, 541214, 525120  
CRMDC Certificate # CR20812  
TPA License # 2128849 | NPN 17153460  
Life & Health Producer License # 2128849



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