



CPS-Reliable Financial Group

A CPS Insurance Services, Inc. Affiliated Office

Companies, Products and Services

www.relfingrp.com

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Frank E. Skaw - BIO

Frank E. Skaw was raised in Western Montana. He graduated from Darby High School in 1979, attended the Montana School of Mines and attended the University of Montana where he studied the areas of accounting and finance.

Frank and his wife Lisa are the owners of CPS-Reliable Financial Group, which is located in Spokane, WA. CPS-Reliable Financial Group is a full service brokerage general agency and is affiliated with CPS Insurance Services, Inc., which represents most of the top life, ltc, annuity and disability carriers in the brokerage community. Frank and his office provide marketing, contracting and sales advice to over 1100 agents and brokers in 25 states.

Frank has over 33 Years of experience in the insurance industry, which is comprised of 4 Years of personal production and 29 Years of agency management, training, case consultation and sales. He and his staff have helped affiliated agents and brokers place over 20,000 life, annuity, disability and long term care policies in-force during the past 29 Years. Frank, also, does joint work with agents all over the Pacific Northwest. He helps agents and brokers place large difficult cases.

Frank holds the following licenses:

- Life and Health
- LTC and Disability
- Series 6 and 63

Frank is a current member of the following organizations:

- National Association of Insurance and Financial Advisors - NAIFA
- Society of Financial Services Professionals - FSP
- Financial Planning Association – FPA
- Independent Insurance Agents and Brokers – IIAA
- Million Dollar Round Table – MDRT

Frank has qualified for membership in MDRT eight out of the past twelve years. He has, also, qualified for the MDRT's "**Court of The Table**" as well.

Frank has spoken in front of various professional groups and hundreds of agents and brokers over the past years. His courses are designed to help agents and brokers with product knowledge, selection and underwriting.

Frank is a past president of NAIFA-Spokane and has served in many different capacities while being on the board of NAIFA-Spokane. He served on the School Board at St. Mary's Catholic School in the Spokane Valley where he coached basketball and football. He, also, coached baseball for Spokane Youth Sports for several years and was active in rejuvenating the Parents Football Booster Club for Gonzaga Prep.

Frank enjoys Crossfit, endurance training, weight training, boating, traveling and wine tasting. Frank is married to Lisa who is his wife of 34 Years and who is, also, his business partner of 28 Years.