

Bio of Mike Englert B.A., B.Ed., EPC – Founding CIEPS Faculty Member, CIEPS Compliance Officer

Between 1981 and 2002, Mike developed and marketed insurance and investment products, in both Canada and the United States, for such companies as Manulife, Canada Life and Royal & SunAlliance. During most of his career he focused on the ultra-affluent and 60+ market segments.

In 2002, Mike and his wife Joan – both still in their forties and with young children at home – traded in their careers for what has proven to be a very comfortable retirement.

Mike is a founding member of both the Canadian and American Initiatives for Elder Planning Studies. He is an accomplished speaker who has spoken at hundreds of diverse events across both Canada and the United States. His talks focus on: the fiscal challenges of an aging population, the financial obstacles in the way of a healthy retirement, and the secrets to effectively marketing to and connecting with the elder population.