



BCP
BANC CONSULTING
PARTNERS

Your BOLI & Benefit Partners

Lon P. Haines

Managing Principal

Lon P. Haines is a founding member and Managing Principal of Banc Consulting Partners (BCP). With over 20 years of experience in the insurance and employee benefits marketplace, Lon focuses exclusively in supporting community banks with the design, implementation, and administration of Bank-Owned Life Insurance (BOLI) and non-qualified deferred compensation arrangements for executives and directors.

Prior to helping establish BCP in 2011, Lon worked for a prominent life insurance carrier and subsequently two companies that helped pioneer the utilization of BOLI and deferred compensation in the community bank marketplace. Over the course of his career, Lon has worked in various capacities with more than 250 financial institutions and currently supports clients in over ten states throughout the Mid-Atlantic, New England, Midwest, and Southern regions. Lon's clients include publicly traded companies, privately held entities, and mutual institutions ranging in size from \$100 million to upwards of \$30 billion of total assets.

Lon's consultative and diagnostic approach coupled with his in-depth knowledge of general, hybrid, and separate account BOLI, in tandem with his extensive technical expertise across the spectrum of non-qualified deferred compensation arrangements make him a valued and trusted partner to his clients. Lon works closely with his clients' executive management team, board of directors, and various bank advisors to ensure informed decisions, proper diligence, and personalized service throughout the implementation and administrative phases of the BOLI program and/or deferred compensation plan.

Lon earned his bachelor's degree from the University of Delaware, is a licensed insurance representative, a registered representative with FINRA (Financial Industry Regulatory Authority), holds Series 6 and 63 licenses and is an active member of numerous state banking associations and industry advocacy groups. Lon works and resides in the suburbs of Philadelphia with his wife, two sons, and daughter.

Check the background of this investment professional on **FINRA's BrokerCheck** »

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