

Michael Castrillon

Account Executive, Ancillary Products

Professional Biography

After graduating from The University of Miami in 1994, Michael Castrillon joined Paul Revere Life Insurance Company to sell Individual Disability Insurance. In 1996, he was hired by CIGNA Group insurance as a Sr. Account Executive and was a proponent in expanding CIGNA's product scope to include Life, Disability and Accident lines for groups of 50 to 50,000 lives. In 2000, Michael became a charter member for Principal Financial Group's Non-Medical Division and earned the position of Vice President of Sales for the NJ / NY/ CT territory. During his 11-year career with CIGNA and Principal, he was a contributing member of the teams charged with drafting and filing the Disability policies which both carriers still use today.

In mid-2007, Michael joined the Savoy Associates team in order to assist in the successful marketing of ancillary lines. His primary intent for the new Ancillary Department is to lend brokers the same level of expertise for ancillary products (Life, Disability, Dental, Vision) as they have grown to expect from Savoy's Account Executives when dealing with medical products.

If you have a question concerning ancillary products, or would like more information, please email Michael directly at: michaelcastrillon@savoyassociates.com, or he may be reached via phone: 973-377-2220, ext. 154.