



MICHAEL KILEY

PEOPLE AND PROMISES ARE THE HEART OF HIS BUSINESS

Preston Hotchkis
Distinguished Achievement Award Winner

The Distinguished Achievement Award was created by Preston Hotchkis, who was a member of Pacific Life's Board of Directors from 1945 to 1970. The annual award recognizes the life insurance producer who best personifies Pacific Life's standard of excellence through high sales production, dedication to the community, and overall achievement. Get to know the winner of Pacific Life's 2016 Preston Hotchkis Distinguished Achievement Award.

"I was supposed to be a lawyer or a football coach," Mike Kiley explains with a laugh. However, the right career ended up finding Kiley while he was sitting on the porch of his fraternity house at University of the Pacific in Stockton, California. A local representative for a life insurance company approached and asked him to take the aptitude test for an agent position. He took the representative up on his offer, and according to the test results, Kiley was a perfect fit.

The aptitude test proved to be incredibly accurate—Kiley was wired for this business. He has been a top life insurance producer for over 40 years now. He is the founder and chief executive officer (CEO) of Chamberlain Group, an M-affiliated organization that uses life insurance to help owners of large private companies create estate, succession, and executive benefit plans. The company also has a robust investment consulting operation. "Mike has a proven track record of commitment to his clients that has resulted in assured business continuity, executive retention, and effective wealth transfer for families," says Carol Jensen, National Sales Manager for Pacific Life's M Channel.



Kiley receiving the Preston Hotchkis Distinguished Achievement Award with his wife, Dana, and other Chamberlain Group team members.



PACIFIC LIFE

In 2016, Chamberlain Group celebrated their 40-year anniversary. “The combination of life insurance and investment experience creates a unique value proposition for our clients,” Kiley explains.

“People and promises are the heart of the company,” says Kiley. He attributes Chamberlain Group’s success to his team of 20 professionals including his wife, Dana, who also serves as principal of the firm. Each has specialized talents and is dedicated to achieving the highest real and perceived value for the company’s clients. “We are deeply committed to the lifelong success and legacy of our clients. They become part of our family,” said Kiley,

WORKING WITH PACIFIC LIFE

Long-term relationships matter to Kiley. He began working with Pacific Life in the 1980s through his M affiliation. Kiley appreciates the hands-on service and the individual attention he receives from everyone he works with at Pacific Life. In fact, Lynn Miller, former senior vice president of the Life Insurance Division of Pacific Life, served on Chamberlain Group’s advisory board until he retired two years ago. As Kiley puts it, “with Pacific Life, we feel like we are working with our friends and neighbors.”

Kiley likes Pacific Life’s Planned Performance Tracking system. The web-based policy management system automates many of the tasks associated with cash value life insurance and helps his office more easily handle the administration of these policies.

Continual learning and professional curiosity underline Kiley’s ongoing success. In his early years, he was mentored by several industry greats and he pays back that help by being active in a variety of industry associations. Kiley is a featured speaker at many meetings, including those for the Association for Advanced Life Underwriting and the M Advisor meetings.

When Kiley was interviewed and featured by Field News in the winter of 1993, his goal was ‘to build his business with high-quality clientele that would enable him to leverage his time so that he could accomplish more in his business and still have discretionary time for his family and community.’

COMMITMENT TO SERVICE

Nearly 25 years later, mission accomplished. Today, Kiley and his wife Dana are parents of a blended family, with five kids that include Ryan, 33, Kristen, 30, McKenna, 21, Blake, 21, and Sara, 18. A dedicated supporter of education, Kiley co-founded Wheatstone Academy in 1999. The Academy was established to train and equip high school students to be confident leaders in their Christian faith during and after their college experience. Seventeen years later, the ministry is growing nationally and graduates hundreds each year. “Mike’s commitment to



Kiley with his wife, Dana, at a Seattle Seahawks football game.

Wheatstone Academy is representative of the spirit and community involvement Preston Hotchkis award winners are honored for,” says Jensen. He has served on the board of Church Resource Ministries, and provides support to many other local non-profit organizations.

Chamberlain Group has come a long way in 40 years. Recently voted one of the 100 Best Places to Work in Orange County, the firm’s employees are actively involved in the local community, donating both time and finances to Wheatstone Academy, Make a Wish Foundation, LUX Art Institute, The Master’s Program, and many others.

As the recipient of the 2016 Preston Hotchkis Distinguished Achievement Award, Kiley received a \$5,000 gift to be donated to the charities of his choice. He wants the gift to go to Lux Art Institute. At Lux, the vision is to redefine the museum experience to make art more accessible and personally meaningful. Visitors don’t just see finished works of art; they see the artistic process firsthand, observing internationally recognized artists in a working studio environment. Lux education programs support the community in developing a creative voice through exploration, experimentation, and discovery.

“The community support and involvement Mike has made for decades is exemplary of what Pacific Life honors with our Preston Hotchkis Distinguished Achievement Award. We are honored to welcome him into the Fraternity of Honorees of this prestigious award.”

—Carol Jensen, National Sales Manager for Pacific Life’s M Channel

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