
Profile

Maury

First Name

R

Middle
Initial

Loscher

Last Name

mloscherffg@gmail.com

Email Address

20` 15 Strathmill Dr

Home Address

Suite or Apt

Clearwater

City

FL

State

33755

Postal Code

Home: (407) 579-8474

Primary Phone

Mobile: (407) 579-8474

Alternate Phone

Length of Residency - please select one. *☒ 6+ years**Do you own or represent a business in Clearwater?**☐ Yes ☒ No**If yes, where is the business located? Do you conduct business with the City?**

Which Boards would you like to apply for?

Pension Investment Committee: On Agenda

Retired

Employer

Financial Advisor

Job Title

Occupation - If retired, enter former occupation.

Financial advisor

Have you served or do you serve on a board in Clearwater?☐ Yes ☒ No**If yes, please list the name of the board.****Why do you wish to serve on this board/committee? If seeking reappointment, state why you should be reappointed.**

I have recently retired and would like to be of some use to my community.

What personal qualifications can you bring to this board or committee?

I am a recently retired financial advisor. I have owned my own insurance agency. I have been on a number of boards in my time. I have worked in the corporate world and in Non-Profits.

List Community Activities

Golf, Pickle ball, Improv, Beach,

[Resume - Maury Loscher.doc](#)

Upload a Resume

Question applies to multiple boards

Are you related to any member of the City Council?

☐ Yes ☒ No

Question applies to multiple boards

If yes, please provide name and explain relation.

na

Question applies to multiple boards

Are you related to a city employee?

☐ Yes ☒ No

Question applies to multiple boards

If yes, please provide name and explain relation.

na

Demographics

Some boards and commissions require membership to be racially, politically or geographically proportionate to the general public. The following information helps track our recruitment and diversity efforts. (Optional)

Ethnicity

☒ Prefer not to Answer

Gender

☒ Male

07/18/1961

Date of Birth

The City of Clearwater strives to promote diversity and provide reasonable accommodations for individuals with disabilities. If you are requesting accommodation, please indicate below:

By clicking on "I Agree," below, I affirm that the information above is true and correct, and that I understand and agree to the responsibilities and commitment of time associated with an appointment to a Clearwater advisory board or committee.

☒ I Agree

All material submitted to the City of Clearwater is subject to the public records law of the State of Florida including Chapter 119, Florida Statutes.

MAURY R. LOSCHER

2015 Strathmill Dr ♦ Clearwater, FL 33755
407.579.8474 ♦ mloscherffg@gmail.com

PERSONAL PROFILE

Sales Leader with Strong Financial Background

Confident and successful 25 year Professional in the financial services and Sales industry. Body of work demonstrates exceptional capabilities at recognizing opportunities, building long-term relationships, and growing wealth of organizations, businesses, and clients. A strong presenter and negotiator, skilled at identifying problems and finding solutions. Experienced at managing sales teams and nurturing talent, believing that good teams are built on good principals. Known for honesty, integrity, and being the person who can handle problems and find solutions.

Objective: With twenty five years of sales and management experience, in multiple industries, the goal is to find a company where these skills can be used. Having lived and worked in many different parts of the world in varied industries I have developed skills I can bring to your company.

KEY STRENGTHS & SALES SKILLS

- Consultative Selling
- Expand Sales Opportunities
- Community Partnerships
- Meet & Exceed Quotas
- Account Management
- Increase Membership
- Manage Market Risks
- Secure Financial Investors
- Sales Team Management

PROFESSIONAL EXPERIENCE

PRUDENTIAL ADVISORS ♦ TAMPA, FL

2018 -2024 SEPT RETIRED

FINANCIAL PROFESSIONAL

- Agent/Advisor working with existing prudential client base identifying opportunities. Licensed Insurance agent 214-216 Series 6 & 7 Specializing in uncovering insurance opportunities within the client database. Strong knowledge of financial planning, Insurance & annuities.

FIRST FINANCIAL GUARANTEE ♦ ORLANDO, FL

2012 – 2017

OWNER/INSURANCE AGENT & ANNUITY SPECIALIST

- Certified to educate and demonstrate financial products and services with an emphasis on annuities to potential clients.
- Increased annuity revenue to \$35+ million over the past five years through consultative selling and lead generation strategies such as networking and cold calling.
- Provide outstanding customer service to all accounts by actively listening to their financial needs and concerns.
- Continually maintain client accounts through volatile markets without any loss of clients' monies.
- Work with other agents helping with customer complaints.

ORLANDO CITY SOCCER CLUB ♦ ORLANDO, FL 2010 – 2012
DIRECTOR OF SALES

- Led a USL soccer franchise into the MLS where they are now one of the top five valued soccer franchises in the USA, standing at over \$200 million.
- Originated, developed and implemented sales and marketing strategic plans, communications and public relations initiatives, advertising and promotional activities, and brand development and awareness.
- Built corporate partnerships and sponsors, securing \$2 million dollars of revenue. Corporate partners and sponsors were Publix, Fifth Third Bank, JetBlue Airlines, Hyundai, Orlando Regional Hospital, Gatorade, and Heineken.
- Negotiated with the City of Orlando and the Citrus Bowl to play matches as well as designed and created corporate hospitality suites using existing facilities.
- Served on Orlando City Soccer Foundation from 2012 – 2015.

ORLANDO BALLET ♦ ORLANDO, FL 2009 – 2010
DIRECTOR OF SALES

- Increased all three revenue sources: donations, ticket sales, and advertising in the program. Created new pricing plan for new season ticket holders, securing over two hundred season ticket holders in less than a year. Increased annual advertising sales from \$10,000 to over \$55,000 in one year, attracting corporations such as Disney, attorneys, nursing care, and many more within the community.
- Negotiated with local restaurants and catering companies to supply food, drink, and wine for receptions, working within a zero to minimal budget.

NATIONAL CITY BANK ♦ ORLANDO, FL 2007 – 2009
VICE PRESIDENT OF INVESTMENTS/ SENIOR FINANCIAL ADVISOR

- Oversaw 22 Retail banking location throughout Central Florida, identifying high net worth clients, selling and managing their portfolios in the Wealth Management program. Managed clients' assets ranging from \$1 million to \$5 million dollars, managing over \$300 million in assets overall.

MERCANTILE BANK ♦ ORLANDO, FL 2002 – 2007
VICE PRESIDENT/ SENIOR FINANCIAL ADVISOR

- Provided retirement and investment planning for individuals and business owners, managing over \$50 million in assets, as well as overseeing ten branches in three counties. Earned Top Financial Advisor 2003 – 2006 and #1 Producer for Florida in 2007.

BANK OF AMERICA ♦ ORLANDO, FL 2000 – 2001
FINANCIAL ADVISOR

- Financial advisor overseeing three branches offering investment products and services to retail clients. Sales of mutual funds, annuities, and other investment products.

INTERNATIONAL ASSETS ADVISORY CORP ♦ ORLANDO, FL 1998 – 2000
ACCOUNT EXECUTIVE

- Specialized in selling researched securities from overseas exchanges to knowledgeable investors. Worked with investors in numerous countries.

STARWOOD AND VISTANA RESORTS ♦ ORLANDO, FL 1993 – 1998
MARKETING MANAGER

- Managed day to day operations at nine hotel locations with annual turnover of over \$15 million dollars. In a nine month period grew revenue over 300% within telemarketing program.

HOLLYWOOD MIRAGE AND RESORT SYSTEMS INT'L ♦ SPAIN AND SINGAPORE 1986 – 1996
MARKETING DIRECTOR

- Created marketing and sales programs to increase tours from 200 per week to over 1,500 per week. Developed fly buy programs in Scandinavia, Russia, England, France, Italy, Germany, and other European countries. Worked within annual budgets from \$2 million to \$24 million dollars.

MEMBERSHIPS

Better Business Bureau, Florida
National Ethics Association
Previous Board Memberships.
JCC 5 years
Orlando City Foundation 5 years

EDUCATION

Enfield Grammar School, London, England
NASD Licenses: 215, 7, 63, and 65 Life and Variable Annuities,
Bookeeping degree