



KYLE CAMPBELL

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BIOGRAPHY

As Director at Hotaling Insurance Services, Kyle Campbell delivers exceptional insurance solutions to clients. His mission is to revolutionize the insurance industry by adopting an advisor-to-advisor model, ensuring clients have a consistent focal point for all their insurance needs, both personal and business-related.

Joining Hotaling Insurance Services in 2019, Kyle brought a visionary approach to the company, aiming to provide comprehensive insurance advisory services. His specialties include advanced life insurance, complex estate planning solutions, asset and tax strategies, business protection, key person and buy-sell coverage, as well as COLI and BOLI, and ESOP repurchase strategies. He is particularly adept at addressing the current challenges in the insurance industry, such as the upcoming changes to estate planning exclusion limits and the rise in all-cause mortality rates since late 2019.

Kyle's journey into the insurance industry is deeply rooted in his early experiences. Growing up in Detroit, he spent the first decade of his career working for his family's industrial contracting company, a business that has been thriving for over 77 years. This early exposure to the inner workings of a family enterprise shaped his understanding of the complexities and challenges faced by business owners. However, it also exposed him to the harsh realities of inadequate estate planning, as a lack of life insurance led to familial divisions following the sudden loss of his grandparents.

Seeking to expand his expertise, Kyle pursued an MBA from Michigan State University and was subsequently recruited to Houston to turn around a division of a medical supply distribution company. However, he found the corporate world too slow and politically charged. His tenure at Northwestern Mutual spanned seven years, where he focused on life insurance and investments for business owners.

Beyond his professional achievements, Kyle is a dedicated family man and an active participant in his children's lives, whether it's on the baseball field, soccer pitch, or tennis court. He is passionate about golfing, playing soccer, and exploring new destinations worldwide. His primary focus outside of work is nurturing his children to become responsible and compassionate leaders.

If you are looking for an insurance expert who combines extensive industry knowledge with a genuine passion for helping business owners, Kyle Campbell is your go-to advisor. Contact him today to see how he can assist you in navigating the complex world of insurance and securing your future.