

Business Connection

Strengthening the local economy and serving members for 70 years



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Meet Paul Kepler

The Kepler Group, Ltd is an independent, full-service insurance firm helping individuals navigate the challenging insurance landscape. We specialize in making the insurance buying experience simple, easy and stress-free.

Why do you do this type of work?

My father passed away unexpectedly 25 years ago and left my mom with a great deal of debt. Unfortunately, he didn't have a life insurance policy to help her financially. She struggled for years to make ends meet with a situation that was completely avoidable. Losing a loved one is traumatic enough; I want to help people avoid the same painful struggles she went through.

What types of services can you help people with?

Although I have been in and around the insurance industry for 28 years, my specialty is life insurance. However, I am licensed to help individuals with more than just life insurance. I can also help with short-term disability, long-term care, guaranteed annuities, small-group medical, dental and vision insurances.

Describe your ideal client. Who are you hoping to connect with?

My ideal client is open to the concept



Paul Kepler

of protecting themselves, those they love or their employees and is willing to take action steps to sleep better at night. I am all about the relationship when it comes to helping others navigate the insurance landscape.

How does your client's life change after working with you? What's the outcome?

The primary thing my clients tell me is they now have peace of mind. For example, putting protection in place after 10+ years of "I'll take care of it tomorrow" relieves a significant trigger point in their life.

What is your signature method or process? Tell us more about working with you.

I like to meet face to face with my clients, get to know them, their goals, dreams and desires. Once we've identified these points, we work together to tailor a solution unique to them.

What do you love to do outside of work that can give us a peek at who you are behind the scenes?

I truly enjoy spending time with my girlfriend, family and friends. I love wine tasting, traveling, food experiences, golf and networking (I'm all about being a connector).

For more information, contact Paul Kepler via email at paul.kepler@keplergroupltd.com or phone 734-709-1772.