



Committed to Meeting the Needs of VBCA Members

“The answer to more productive employees is not to give them more money. The answer is to increase both employee productivity and employer profitability by offering a comprehensive workplace financial program...”

Tom Garman, InCharge Institute of American, Inc., 2001



The Principal can offer a comprehensive financial literacy and employer program for you and your employees. Through regular contact with VBAC leadership, Principal Registered Representatives, Tom Brophy and Bill Blackburn have learned that financial education and knowledge is key to VBCA members. That’s why they will offer financial planning workshops and one-on-one consultations to members FREE of charge.

Tom and Bill have an understanding of financial planning for small to medium size businesses and the concerns you have for your employees. Our ability to provide you with superior service is backed by local Wisconsin representatives of The Principal®, which gives The Principal the ability to serve all VBCA members’ financial needs. Contact Tom Brophy at 800-245-9748 or trbclu@wi.rr.com and Bill Blackburn at 715 835-5113 or Blackburn.Bill@principal.com.

In one short meeting, Tom and Bill can discuss key financial issues a VBAC member may have to help keep a thriving business financially informed and secure. They can cover issues such as:

Retirement Plans Examples

401(k) Defined Benefit
Profit Sharing SEP IRA

Executive Benefit Examples

Defined Compensation
Defined Benefit

Group Benefits Examples

Compressive Benefits
Medical/Dental Insurance
Group Life Insurance
Group Disability Insurance

Individual Employee Investor

Financial Education
Workshops/Newsletters
401(k) Check-up
Retirement Planning
Investment Strategies