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Richard G. Quense Embraces 30 Years of Service

Wall, NJ: April 15, 2018 marks 30 years of service for Richard G. Quense (Ric) with Mid Atlantic Resource Group, LLC. & Securian Financial Services.

Ric grew up in Toms River, NJ and entered the financial services industry after college. Hired in 1988 by Vincent O'Brien of O'Brien Financial. Vince recalls, "Having worked with Ric for over 30 years as a Manager and later as a fellow Advisor, I can say without hesitation that he is one of the most positive individuals I have ever met. Ric has had a great influence on my life as well as the lives of others. I can recall the first convention he attended when he couldn't even rent a car because he was so young! We always used to tease him that it took him 3 years to be an overnight success. Ric has truly done well within Securian and in the financial services industry." And what a success he has become.

Ric is a Registered Representative and Investment Advisor Representative of Securian Financial Services, Inc. and after 30 years, has built a comprehensive insurance and investment practice. Ric's primary market is the medical industry working closely with physicians providing diversified insurance and investment strategies. He works closely with the medical community helping them with income replacement strategies and also works closely with CPA's and attorneys providing sound financial advice to their clientele.

Ric prides himself on being coachable, then and now, and states, "What I was taught by my mentors in the beginning, in 1988, came to fruition because I listened. The turnover in the financial services industry is crazy these days. To be connected with one company for 30 years is uncommon."

Friend and coworker Joseph Fay feels, "Ric is nothing short of a Financial Marine, when it comes to serving his client-base. He has an insatiable curiosity to constantly improve himself & his practice, and an unwavering commitment to serve his clients at the highest level. His three decades as a Financial Advisor has provided an armamentarium of products & knowledge-base within the financial services industry, especially as it applies to his unique ability to structure life insurance policy to meet retirement, investment, chronic illness & life protection planning needs."

Ric does not like missing out on qualifying for a trip/convention and making clubs. He has been a member of the Million Dollar Round Table* and Premier Resource Group**. Awards include perennial membership in the Chairman's Club, 13 years running, which is the highest advisor production group within Securian Financial Services. He has qualified 9 times for the Presidents Club, including 2017, and has attended Securian's national sales conventions 15 times and Securian's national leader's conferences 11 times.

In keeping with the tradition on how Ric was hired and mentored, in 2017, he hired two interns who are seniors in college and trained them in the financial services field. From running proposals to taking them on appointments, Ric mentored them and they in turn, referred business to the company and Ric. He is proud to have shared his knowledge and experience with these young adults.

Lawrence Buccheri, CEO of Mid Atlantic Resource Group, states, "Ric has proven year after year to be a real leader at our firm, helping provide a sense of security to clients, protecting income loss and providing legacies for families. Ric is as consistent as they come, always busy, while at the same time helping less experienced advisors grow...he's a valuable part of our team."

Ric and his wife Michelle reside in Wall, NJ with their son Ricky, Jr., who currently attends Monmouth University. When Ric was asked what his future holds for him, his response was, "To work another 18 years and pass my business on to my son. I'm 52 and I have no financial worries. I've been taking my own advice."

Now, isn't that something to be proud of?

About Mid Atlantic Resource Group: Mid Atlantic Resource Group (MARG) is a diversified financial services firm headquartered in Wall, NJ with additional offices in Totowa and Hamilton NJ, and Drexel Hill, PA. MARG is independently owned and operated with close to 40 years of experience working with individuals, corporate and professional clients.

Since 1975, Mid Atlantic Resource Group has provided personal insurance, investment advice and employee benefits to its clients throughout the Mid-Atlantic region. Our mission is to strive to build secure financial futures for our clients and their families, create value for our clients and associates and make a difference every day.

For more information on Mid Atlantic Resource Group, LLC, please visit our website at:
www.margfinancial.com

Securities and investment advisory services offered through Securian Financial Services, Inc. member FINRA/SIPC. Mid Atlantic Resource Group is independently owned and operated. Branch Office address: 1800 Route 34 Bldg. 2, Suite 201, Wall NJ 07719 – DOFU 05/2018 TN 2102992

The Securian Financial Network, the marketing name for the sales and distribution arm of Securian Financial Group, Inc.; its subsidiaries and affiliates, is a nationwide network of financial services firms. Products and services are offered and sold only by appropriately licensed entities and financial representatives.

Awards and club membership are based primarily on commissions, premiums, or fees generated from investment and insurance products and other criteria relative to leadership, achievement, and recruiting. Working with this individual or firm is not a guarantee of future financial results. Investors should conduct their own evaluation.

*Million Dollar Round Table (MDRT) is an independent membership organization of life insurance and financial service professionals. Membership levels are based on commissions, premiums, or fees generated within a year from investment and insurance products. Members must apply annually and pay a fee. Members must be members in good standing of a Professional Association which has met the following criteria: in existence at least 2 years, have 100 or more members, must be a nonprofit organization, must have a code of ethics and an effective means of dealing with breaches of its code. Members must also adhere to the MDRT Code of Ethics. Working with this advisor is not a guarantee of future financial results. Investors should conduct their own evaluation.

**Premier Resource Group is a member-focused, member-driven advisor group providing education, practical case study and best practice sharing among advisors within the Securian Financial Network.