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KELVIN DOUGLAS

Hard work is second nature to native Tennessean, Kelvin Douglas. While studying computer science at Fayetteville Tech in North Carolina, he was also serving in the army and stationed at Fort Bragg. After serving his three-year stint, Kelvin returned home and joined the 861st Reserve Unit. He was deployed with his unit to Saudi Arabia for Desert Storm in 1991, then was deployed to Turkey as a participant in Operation Provide Comfort. Through this military effort, he helped provide food and supplies to Kurdish refugees targeted by Saddam Hussein.

After separating from the military, he worked in the convenience store industry, servicing 25 to 30 stores per week and keeping a long schedule that would exhaust most people. Eventually, however, he decided to pursue a career in the life and health insurance industry. His trademark willingness to work hard quickly brought him accolades from his insurance company, and he repeatedly won sales associate awards and qualification for annual sales conferences.

In 2002, he began working with a local agency, and helped it grow to \$2.5 million in annualized premium from all lines of business. After taking over the agency, he increased sales by over 40 percent from the year prior. In time, however, he came to realize that he would be best able to serve his clients as an independent financial advisor and in 2011 opened his independent agency, Douglas & Associates. In 2016, he joined forces with Justin Lanier to form the Douglas & Lanier Agency, Inc., a full-service financial services firm.

Kelvin is licensed to sell property and casualty, life, and health products. He has also obtained his securities license in order to provide his clients with solutions to their financial goals.

Active in his community, he is a member of the Chamber of Commerce of McMinnville, the Middle Tennessee Nursery Association, and the Tennessee Landscaping Association. Father of two adult daughters, he enjoys kayaking and riding motorcycles.

ABOUT DMG FINANCIAL

First established in 1993, DMG Financial was created to help clients achieve their most cherished goals through personalized financial planning services and a wide range of quality financial products. Today, DMG Financial has evolved to include a team of affiliated financial professionals from coast to coast. Working together, the advisors of DMG Financial offer the expertise, planning techniques, and products to serve businesses, individuals, and families.

*Insurance products provided through Douglas & Associates. Not affiliated with Royal Alliance.

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