

Randall Baxter

AGENT COACH

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About Randy Baxter

Randy Baxter received his BS in Education from the University of Tennessee in 1977 and taught elementary and college for six years. He entered the financial services industry in 1983 with the New York Life Insurance Company and began work as the training supervisor of the East Tennessee offices in 1985. His status as the go-to person for product knowledge and plan design helped him realize that to help the most people, it was best to work as an independent trainer with agent responsibilities and specialize in Estate Planning Design. In 1987, he opened Asset Positioning Services, an independent estate planning organization.

Testimonials

“Randy has taught me to set goals and follow up. If you put your goals in writing, you can plan out what you need to accomplish. The next step is get out there and do it. With Randy’s help and guidance I have written more sales in the last four to six months than I have in years.” ~ *Steve Holmes*

“Randy Baxter not only talks the talk, he walks the walk. He is in the trenches and knows what agents at every level deal with on a day to day basis. To me, this gives his advice integrity and credibility. Randy Baxter, mentor and coach, who is out in the arena dealing with the same issues that I face daily who not only has “been there, done that” but “is still there.” Thanks again for sharing the wisdom of your experience and encouraging me with discipline, tenacity and implementation.” ~ *David Topor*

My mission is to teach agents to establish economically efficient relationships with clients so that the clients will be able to use their money the way they want for their lifestyle and economic stability.

Why Randy?

- Goal Setting Models
- Ongoing Classes Provided to All Clients
- Product Knowledge and Education

Two Knoxville Locations to Serve You:

West Office
110 Westfield Road
Knoxville, TN 37919

East Office
4812 Asheville Highway
Knoxville, TN 37914

Call Today to Make an Appointment!
(865) 525-2323