



STEVEN E. M. ROTH

A handwritten signature in black ink, appearing to read 'S. Roth'.

#### EMPLOYMENT HISTORY

2004 - Present – President of Wealth Management International, Inc: An objective financial advisory firm that provides a comprehensive estate audit service – utilizing highly qualified experts – delivering unbiased, complete, accurate advice and analyses through clear explanations of insurance, investment, tax, legal, and risk management products/strategies – uncovering missed opportunities and sub-optimal issues, and obtaining remedies on behalf of clients. Steven formed WMi as a result of his experiences within the financial services industry. In his twenties, Steven fell victim to a Ponzi scheme and he was later fraudulently sued by investors trying to recover their losses. While Steven prevailed in all of the cases, the lessons he learned from those experiences adds greatly to the protection WMi clients receive in avoiding loss.

2002 - 2004 – President of R&D Asset Management: A globally diversified hedge-fund company trading in currencies, equities, commodities, futures and options.

1993 - 2003 – Independent Insurance and Investment broker – represented over 30 insurers and mutual fund companies nationwide (primarily representing New York Life Insurance Co. and NYLIFE Securities, Inc.) – specializing in life and disability insurance, long-term care, variable insurance, and investment products.

1991 – 1993 Agent for PennCorp Financial Group: Life and disability insurance agent.

**Licenses held Previously:** 6 and 63 Securities, Real Estate, Life, Disability, and Long-Term Care Insurance.

#### PROFESSIONAL ACKNOWLEDGEMENTS

- Million Dollar Round Table Qualifying Member - 1994 - 2002
- Centurion Award (NYLIFE) - 1995 - 2002
- National Quality Award (National Assoc. of Insurance and Financial Advisors) - 1996 - 2002
- National Quality Award (National Assoc. of Life Underwriters) - 1997 - 2001
- President's Council Award (NYLIFE: *youngest agent to ever achieve this award in the company's then 150-year history*) - 1995
- Top Producer Award Western Region (PennCorp Financial Group) - 1991 - 1993

#### ARTICLES AND SPEAKING ENGAGEMENTS

- Featured in **Forbes** Magazine: “Kill The Messenger”, an critique of investment advisors and products – December, 2008
- Interviewed in **INVESTOR'S BUSINESS DAILY**: “Annuities: Plus Or Too Many Minuses?” discussing the fallacies of Equity Indexed Annuities’ returns – March 20, 2008
- Featured in **Forbes** Magazine: “Deferral Games”, an exposé on Private annuity Trusts – February 26, 2007
- Interviewed by **THE WALL STREET JOURNAL** “‘Structured Sales’ Aim to Ease Tax Bite, but Returns Are Slim” March 22, 2007

## Educational Seminars to Law firms and Accounting firms 2004 – present

### Topics:

- Tax traps, hidden expenses and their impact on the viability of certain arrangements
- Optimal and sub-optimal use of financial strategies and products
- Challenging conventional wisdom through analytic testing and modeling
- Uses and abuses of Variable, Fixed, and Equity Indexed Annuities, Private Annuities, Life Insurance, Premium financed Life Insurance and Life Settlements
- Evaluating Long-Term Care Insurance
- Foreign & Domestic Asset Protection
- Overlooked effective Income/Gift/Estate Tax Planning Strategies

In addition to the continuous educational requirements to maintain licensing, Steven enhances his knowledge by participating in professional seminars and courses, and by being a member of various industry information services and advanced planning professional development programs.

Steven's extensive knowledge and objective analysis is frequently requested by attorneys, CPAs, and investment and insurance advisors in their evaluation of financial products and tax strategies due to his extensive knowledge and nationally recognized critical, objective pro-consumer analysis.

### PRO CONSUMER LITIGATION SUPPORT

Serves as a consultant and expert witness to national law firms and top lawyers in numerous pro-consumer cases, ranging from deceptive investment and insurance sales practices to unfair insurance claims handling.

2006 — identified that life insurance companies have been overcharging minors for policies, and concealing when lower rates become available. In some cases, companies have denied premium reductions even when the insured was eligible and requested them. 50+ Companies include: AXA Equitable, MassMutual, New York Life and other top insurers. As of this date, litigation is ongoing. Some class-actions are in process and others have settled. An estimated 1 million policyholders were deceived. **Capacity: Consultant.**

2006 — identified deceptive and fraudulent practices in the sale of variable annuities by 20+ insurers and resellers. This matter involves hiding of significant fees and the negative impact on policyholder-investors accumulation values. As of this date, litigation is pending. An estimated \$5 billion in consumer damages – affecting several million policyholder-investors. **Capacity: Consultant.**

2005 — brought a lawsuit against USI Insurance Service Corporation (a publicly traded insurance brokerage with over \$350 million in annual revenue) for concealing excessive mark-up fees added to customer policies. The case was settled in 2006. **Capacity: Plaintiff & Consultant.**

2001— brought a lawsuit against New York Life for concealing life insurance and other policy benefits from orphans and widows — a practice they had apparently engaged in since 1984. In 2003, the case was settled, back claims were paid and claims practices revised; affected 4,918 California policyholders. **Capacity: Plaintiff & Consultant.**

**Steven E. M. Roth, President**  
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Steven Roth's Bio (2008)