



Monica Martin

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Monica Martin is Director of New Business & Underwriting for Pacific Life Insurance Company, overseeing the new business and underwriting functions for the Broad Market Broker General Agencies (BGAs) and Financial Institution Distribution Channels. With over 28 years of experience in life insurance, Monica began her career with First Colony Life, and held various operations and project management roles with GE Capital and Genworth before joining Pacific Life.

Monica is energized by opportunities to support business partners by improving processes and addressing new business models to drive business growth. She is passionate about team engagement and is focused on deeply understanding distribution requirements.

She has a Bachelor's of Arts degree, with a concentration in Marketing, from the University of Lynchburg and a Black Belt Certification in Business Process Improvement and Lean Transacting.

Monica and her husband live in Lynchburg, VA, and have two adult children; a son Grayson and a daughter Reagan. She enjoys working in her garden, spending time at the family cabin on the James River, and cooking new recipes.

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