



Tim and daughter, drummer, Timme

TIM MACKIE

Miles Ahead on the Road to Success

Growing up in New Orleans, music was a big part of Tim Mackie's life from the second grade when he picked up the saxophone. Not just any music, *the* music — jazz — in arts high school, school bands, local jazz bands.

In college, Mackie chose another major and a different career path. He signed on with this organization as a financial professional in 1987 and migrated to Detroit in 2002. But, he never put down the tenor. It's still Miles and Trane and the other traditional greats.

Any good jazz musician will tell you that to play well, you have to be able to listen, to hear what other band members are playing. Being a financial professional is about listening too, listening to people talk about their financial needs and goals, and then helping them map out a strategy to meet those goals.

Tim Mackie is a good listener, so he's built a successful career. In a sense, he's moved up from sideman to bandleader — Executive Vice President of the Midwest Division of AXA Advisors, responsible for orchestrating the work of the Great Lakes Branch's 350 financial professionals. Now, that is a big band.

Are you a good listener? Would you like to help people fulfill their dreams for the future — and build a fast-paced, satisfying career with high earnings potential for yourself?



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