DEREK JAY SENSENIG, CFP®, PH.D.

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EDUCATION

PhD Kansas State University, Personal Financial Planning 2021
Dissertation: "Comprehensive indicators of spending attributes of the middle class: Impact on credit card use and retirement savings"
Committee: Dr. Derek Lawson & Dr. Maurice MacDonald (co-chairs)

MS Kansas State University, Advanced Personal Financial Planning 2022
Certificate: Financial Therapy (2021)

MBA Webster University, Master of Business Administration 2008
Graduated Magna Cum Laude

BS Park University, Business Administration 2006
Major: Human Resources
Graduated Summa Cum Laude

AS Community College of the Air Force 2004
Instructor of Technology and Military Science

AS Community College of the Air Force 2003
Munitions Systems Technology

AA University of Alaska, Anchorage 2002
General Program/Studies

PROFESSIONAL DESIGNATIONS

CERTIFIED FINANCIAL PLANNER™
Chartered Life Underwriter® – The American College of Financial Services
Chartered Financial Consultant® – The American College of Financial Services
Retirement Income Certified Professional® – The American College of Financial Services

PROFESSIONAL EXPERIENCE

Senior Vice President of Financial Planning, 2020 - Present
Encompass Advisory Services, LLC

- Directly responsible for the executive oversight of financial planning operations, marketing, and strategic planning of the Registered Investment Advisory Firm.
- Accountable for the operational implementation of systems and processes essential to growing relationships between investment firm, lending groups, and the property and casualty insurance organization.
- Responsible for negotiation of third-party relationship contracts ensuring fiduciary standard compliance across the full financial planning scope and CFP board guidance. Managed functions of state and federal compliance, profitability, and budgeting.
- Charged with developing, presenting, and implementing financial planning strategies for high-net worth individuals with specialized focus on estate planning, investment strategies, and tax consequences of retirement planning.

Regional Financial Sales Leader / Compliance Principal, 2013 - 2019
Allstate Financial Services, LLC

- Fulfilled a critical role driving revenue, starting with a territory encompassing Maryland, Delaware, Virginia, and West Virginia before transitioning to a position launching a new territory in the southern portion of Texas.
- Maintained executive responsibility for increased efficiency, profitability, and capability within the designated organizational region.
- Secured more than $14MM in annual Gross Dealer Concessions and First Year Commissions; major achievements included an 18% increase in life insurance sales over 12 months.
- Effectively managed teams of financial advisors, life specialists, and wealth management teams, dedicated to securing agreements with business owners, high net worth clients, and executives. Overall, managed 650 agents and 65 wealth management financial specialists.
- Provided guidance and advice for high-net worth individuals and business owners on funding solutions, options, and strategies for irrevocable life insurance trusts, CRAT, CRUT, GRAT, along with other revocable, and irrevocable trusts.

Financial Planner, 2011 - 2013
Eagle Strategies, LLC / PAX Financial Group, LLC

- Created individually specific financial plans to minimize individual human capital risks and maximize risk adjusted returns.
- Well versed in a dynamic portfolio of products and services to include life insurance, annuities, and guaranteed future income annuities; stocks, bonds, options, mutual funds; 401(k), 403(b), SEP, and SIMPLEs.
- Advised clients through assets under management fee based model.
- Utilized risk management products such as health insurance, long-term care insurance, disability insurance, and surplus lines insurance to enhance client portfolios and ensured minimization of liability.

Assistant Vice President, Market Manager, 2007 - 2010
Broadway National Bank – San Antonio, TX

- Directly responsible for the growth, development, and performance of two emerging mid-sized markets which included five banking centers.
- Accountable for developing and training staff towards improvement of a sales culture and building local campaigns aimed at expanding current retail market share.
- Served as primary contact point and personal officer for high net-worth clients.
- Independently managed the start-up and development of a new banking center
- Implemented new coaching techniques that increased individual and team production
- Led an eight-person team responsible for improving the bank's overall financial education

TEACHING EXPERIENCE

Kansas State University, Practicing Professor, 2022 – Present

- Advanced Estate Planning (Spring 2023)
- Applied Behavioral Finance (Spring 2023)
- Advanced Retirement Planning (Spring 2023)
- Advanced Personal Income Taxation (Fall 2022)
- Retirement Planning (Fall 2022)
- Research Seminar in PFP (Fall 2022)
- Research Methods in PFP (Fall 2022)

Military Training Instructor, Staff Sergeant, 2003 - 2007
United States Air Force

- Maintained absolute responsibility for the supervision, leadership, mentoring, and development of over 400 students annually.
- Entrusted with the privilege of teaching 715 hours of college level academic and training classes.
- Responsible for developing students to be certified Military Training Instructors by evaluating and certifying students on 110 hours of teaching and instruction.
- Hand-picked to develop new training programs to change the culture of Basic Military Training and responsible for the testing, evaluation, and implementation phases of entire program
- Certified as a Master Instructor by Air Education and Training Command through instruction of more than 2300 hours of classroom education
- Energetically delivered 75 hours of academic studies to 1100 students monthly

PEER REVIEWED JOURNAL ARTICLES

Peer Reviewed Book Chapters

Seay, M. C. & **Sensenig, D**. (2021). Debt and mortgage choice. In J. Grable & S. Chatterjee (Eds.). *Handbook of Personal Finance*. Berlin, Germany: De Gruyter.

Journal Publications

Sensenig, D.J., Lurtz, M., Joseph, M., Harris, J., White, K.J., & McCoy, M. (2021). CFP board anonymous case histories: Ethical themes of compensation disclosure. *Financial Planning Review*, e1126. https://doi.org/10.1002/cfp2.1126

Harris, J. W., Stephens, R., **Sensenig, D.,** Pickard, S., McCoy, M. A., & Kahler, R. (2021). Integrating financial therapy within family-owned businesses: A theoretical case vignette with recommended strategies for consulting with copreneurs. *Journal of Financial Therapy*, *11*(2), 5.

Sensenig, D. J., Walsh, B. C., Machiz, I. C., Stanley, N. C., Russell, M., & McCoy, M. (2020). Utilizing what we know about tele-mental health in tele-financial planning: a systematic literature review. *Journal of Financial Planning*, *33*, 48-58.

Dissertation

Sensenig, D. J. (2021). *Comprehensive indicators of spending attributes of the middle class: Impact on credit card use and retirement savings* (Doctoral dissertation).

INVITED PRESENTATIONS

Paper Presentation, "Utilizing what we know about tele-mental health in tele-financial planning" California Lutheran University School of Management, April 6, 2020

Guest Speaker, "Research Methods," Kansas State University, November 2, 2021.

PROFESSIONAL ASSOCIATIONS

Financial Planning Association

JOURNAL REVIEW BOARDS

Journal of Financial Planning (2023, 2024)
Journal of Financial Therapy (2023, 2024)