

Short Description:

Paweł Skotnicki, MDRT® Top of the Table, eight-time member of the Million Dollar Round Table® international association, and certified financial advisor EFC®. Author of the book "POLAK MĄDRY PRZED SZKODĄ" (Before the milk spils). Founder and first President of the Board of the Polish Association of Recommended Insurance Advisors. Columnist in Gazeta Ubezpieczeniowa (Insurance Newspaper). Author of e-books "Your Legacy - Introduction to Estate Planning," "First Times - Planning, Budgeting, Debt, Principles," and "Financial Education for Children."

Long Description:

Insurance and finance are my passion. It seems like I've been involved in them forever. I earned my bachelor's degree with a thesis on the tendencies of Poles to purchase life insurance. My master's degree focused on both state and private pension systems. In addition to that, I'm a graduate of two postgraduate programs - financial advising and finance and accounting. Currently, I'm also a lecturer at one of the universities.

I began my career as an insurance advisor in 2008. I've held various roles, from advisor to manager and director of a partner branch. I view this profession as a continuous challenge and ongoing development. I hold the title of Expert in Insurance and Investment and have obtained numerous certifications, including Estate Planning Expert and European Financial Consultant®.

I'm an eight-time member of the international Million Dollar Round Table®, an association that unites the world's top financial advisors. In 2023, I achieved Top of the Table membership, signifying an accomplishment six times above the basic criteria. I've been a mentor multiple times in official MDRT® mentoring programs, preparing advisors from all over Poland to reach the highest level. I had the honor of being the first President of the Board of the Polish Association of Recommended Insurance Advisors. I've also been a speaker at economic and financial events, both in Poland and abroad, including Macedonia, Greece, and Cyprus. I've received awards internationally, such as the Best Client Service category at the Global Winners Club 2016 in Munich.

I win numerous industry competitions every year. Notably, I won the annual competition for the best insurance agent in Poland, organized by the Polish National Sales Awards, regardless of the represented company. In 2020, 2021, and 2022, I was named the Insurance Person of the Year by the Mieszkanicznik Association in the insurance category.

I've authored dozens of articles published in Gazeta Ubezpieczeniowa. I've also written and published three e-books on financial and insurance topics: "Your Legacy - Introduction to Estate Planning," "First Times - Planning, Budgeting, Debt, Principles," and "Financial Education for Children."

I take great pride in publishing my own printed book, which has sold over 9,800 copies to date. "Polak mądry przed szkodą - poznaj różnicę pomiędzy posiadaniem polisy a byciem ubezpieczonym" (Before the milk spils - Learn the Difference Between Having a Policy and Being Insured) is the only practical guide to personal insurance in Poland. It educates Poles on what they should have in their policies, while agents consider it a handbook and a compendium of knowledge on properly designed insurance.