

# **CARY FRY**

Director  
**Kalamath Consulting Group**

Cary Fry serves as Director of Kalamath Consulting Group which provides in-depth consultative services to business owners for Exit Planning, Business Growth, and M&A. In this role, he is responsible for strategy development with advisors and manages enterprise relationships.

Cary's prior professional experience includes 25 years in the financial services industry as a Sales Leader and Distribution Executive in both agency and independent systems with a life insurance focus on advanced planning and high net-worth clients. Most recently, he served as Senior Vice President at Lion Street recruiting and developing revenue for high-end life insurance producers.

His unique perspective and broad experience allow him to anticipate needs and create revenue opportunities for advisors and bring additional value to their clients. Cary is a frequent speaker to groups nationally and leads practical workshops on various Exit Planning topics.