

Aim for Success

# Richard T. Koch



**Richard T. Koch, CLU®**  
**Financial Advisor, Princor Registered**  
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Dick attended the University of Minnesota completing a degree in Economics in 1974.

He began his career in the financial services business in 1975, affiliated primarily with The Bankers Life, now known as the Principal Financial Group®. Since that time, he has consistently been recognized as one of the top producers. In 1995, The Principal® inducted Dick into the Hall of Fame.

His professional achievements include: earning the Chartered Life Underwriter designation; Served as President of the St. Paul Association of Insurance and Financial Advisors; Life Member of the Million Dollar Round Table (MDRT); Member of the National Association of Insurance and Financial Advisors (NAIFA).

Dick and his wife Sue live in Lake Elmo, Minnesota. They have three children and two grandchildren.

Philosophy:

*"In all my professional relationships, I pledge myself to the following rule of ethical conduct: I shall, in the light of all conditions surrounding those I serve, which I shall make very conscientious effort to ascertain and understand, render that service which in the same circumstances, I would apply to myself." (CLU Professional Pledge).*



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