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MANAGEMENT  
*The power of independence.*



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JOHN DUNI, CLU, CHFC  
FIELD DIRECTOR, REGISTERED  
PRINCIPAL, FINANCIAL ADVISOR

John has over 40 years of experience in the financial services industry. He began his career in Washington, D.C. after graduating from the University of Maryland with a B.S. Degree in Business and Management, and then relocating to Richmond as a manager for Southwestern Life. In 1986, John founded Financial Services of Virginia, whose broker/ dealer was New England Financial. Since then, John sold his business to MetLife, retired as Managing Partner with New England Financial, and joined the management team at Virginia Asset Management.

A former adjunct professor at the VCU School of Business, John brings his experience and passion for teaching to help advisors in their careers. He served as past president for the Society of Financial Services Professionals (SFSP) and the General Agents and Managers Association (GAMA). He was also local and state President of the National Association of Insurance and Financial Advisors (NAIFA) and is a 30 year member and currently on the Board of the Richmond Estate Planning Council.

In addition to mentoring and leading advisors, John has his own Financial Planning practice focused on designing and implementing corporate and personal financial strategies for business owners, professionals, and high net worth individuals. He holds FINRA series 1, 6, 7, 24, 63 and 65 registrations as well as the Virginia Life/ Health, Annuity license. He holds the Chartered Life Underwriter and Chartered Financial Consultant marks from the American College.

John and his wife, Karen, have three children, five grandchildren and a Feist named Phillip. John is Hospitality Minister at Church of the Epiphany, where he and Karen are active members. In his free time, John enjoys the game of golf, and jogging.

John is a Registered Representative and Investment Advisor Representative with Securian Financial Services, Inc.

Securities and Investment Advisory services offered through Securian Financial Services Inc. member FINRA/SIPC. Virginia Asset Management is independently owned and operated. 130 Wylderose Drive, Midlothian, VA 23113.