



CITY CLERK

2022 JUL 21 AM 8:00

818-648-2090

Application for Appointment to City Board or Commission

Please provide the following information and return application to the Office of the City Clerk by mail: 613 E. Broadway, RM 110, Glendale, CA 91206-4393; or by Fax: 818-241-5388. (Applicant must be a Glendale Resident and Registered to Vote in the City).

AUDIT COMMITTEE

Name of Board or Commission

Date: 07/20/22

PRINT LEGIBLY OR TYPE

Name: HAKOP JACK MAVYAN

Home Address: [Redacted] Street City Zip Code

Home Telephone: [Redacted] Cell Phone: [Redacted]

Email Address: [Redacted]

I. PERSONAL

Number of years lived in Glendale 38

523599118 A.M

Are you a registered voter in the City of Glendale (Required)? Yes [checked] No [ ]

II. EDUCATION

College: Cal Poly Pomona Degree: BS. FINANCE, RISK MGMT BUSINESS LAW

College: Degree:

III. BUSINESS/PROFESSIONAL EXPERIENCE

Position: CEO

Company Name: MERLIN FINANCIAL SERVICES

Address: 500 N. BRAND BLVD. SUITE 2000, GLENDALE, 91203 Street City Zip Code

Telephone (818) 974-3644 Email: Jack.Mavyan@GLIC.com

Job Description: Head of Agency, Registered Principle and Financial Advisor

(OVER)

Design Review Board Candidates Only:  
Are you a registered Architect? Yes  No  Registration Number: \_\_\_\_\_

**IV. ORGANIZATIONS/CIVIC ACTIVITIES**

List Affiliations: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**V. QUALIFICATIONS/EXPERIENCE**

List relevant experience and skills: Please see resume  
\_\_\_\_\_  
\_\_\_\_\_

**VI. OTHER INFORMATION**

- (A) Please attach a current resume
- (B) Please include a brief written statement outlining your views on the roles and responsibilities of this Board or Commission, its key issues, and your goals if appointed (attach additional sheet if necessary).

I will, to the best of my ability devote my skills and educational/professional experience background to serve the community of Glendale. It will be a great honor to perform a civic responsibility to a city that's raised me my entire life.

**PLEASE NOTE:**

**THIS FORM BECOMES PUBLIC INFORMATION. PLEASE INFORM THE CITY CLERK IF THERE IS ANY INFORMATION CONTAINED WITHIN THAT YOU DO NOT WANT AVAILABLE TO THE PUBLIC.**

  
\_\_\_\_\_  
Signature of Applicant

# Jack Mavyan

CEO Merlin Insurance and Financial Services  
A Guardian Network Company

Proven management professional with extensive experience in sales, customer service, recruiting and development of people in the financial services industry. Skilled in executive level collaboration, leading, coaching, and motivating teams to achieve and exceed targeted performance and sales metrics.

## Merlin Insurance and Financial Services – CEO, Agency Head, FINRA + SEC Registered Principle and Financial Advisor

### New York Life Insurance Co. and NYLIFE Securities LLC. – Recruiting, Managing, Development, and Retaining Financial Representatives Senior Partner/District Agent

- Responsible for recruiting, developing, retaining, and motivating new and experienced financial professionals
- Direct executive responsibilities of every aspect of building the fastest growing office in the United States in terms of size, renewable yearly revenue in life insurance, investment products, and manpower
- Ensure all monthly, quarterly and annual training and sales targets were exceeded so much that the company changed the office name to the “Southern California General Office” of New York Life
- Development of financial advisers and building new initiatives to train, motivate, and retain
- Grew location from level 3 branch of the Los Angeles general office to a level 1 general office. Started with 24 financial advisers in 2007 and one manager, we now have over 550 financial advisers and 29 managers across 5 locations
- Promoted and developed new managers to grow our Glendale, Pasadena, Encino, Downtown LA, and Century City satellite branches
- Worked with and honed cultural market initiatives including, Chinese, Latino, African American, and Southeast Asian to ensure our advisers had proper sales material and funding to capture market share of those respective communities

### New York Life Insurance Co. and NYLIFE Securities LLC. – Agency Sales Financial Adviser/District Agent

- Built financial practice from ground up. Grew my book of business organically from various marketing initiatives
- Have consistently met and exceeded all company goals quarterly, semi-annually, and annually since 2007 in recurring revenue for life insurance, long term care insurance, annuity, and assets under personal management
- Managed and coached new advisers and became a consistent Top adviser within the organization
- Have won numerous awards in all sales metrics every fiscal year as well as short term initiatives
- Have built lasting and strong relationships with my clients and coworkers due to the care and attention put forth to meet their financial needs

## SKILLS

Managing P&L and Agency growth  
Recruiting  
Employee Engagement, Training and Development  
Performance Management  
Project Management  
Process Design and Sales Initiatives  
Sales Coaching  
Oral & Written Communication  
Strategic and Tactical Planning  
Data Analytics  
Operational Excellence

## HIGHLIGHTS

Chairman’s Council trophy winner (Top 2% of commission of all advisers nationwide)  
Million Dollar Round Table Member  
Achieved record Customer Satisfaction results  
12-year track record for proven sales growth  
Nationwide Trophies for recruiting, retaining, and sales every year employed

## EDUCATION

**Bachelor of Science**, Finance, Real Estate, Business Law  
California State Polytechnic University, Pomona  
Licenses – CA, NV, TX, VA Life, Health, Accidental  
FINRA - Series 24, 7, 6, 63, SIE