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## Congratulations on your retirement, Paul White!

After working in the deathcare profession for 56 years, Paul White, Senior Vice President of Client Development for FSI, has announced his retirement.



*Paul White and his family*

### Celebrating a Successful Career

Paul began his career at the age of 15 by mowing the grass at the Redmond Funeral Home in his Western Pennsylvania hometown of Freeport. “From the time I went to my first viewing at a funeral home around the age of 10, I had a fascination with the profession. I felt very fortunate to land the grass mowing job, which eventually led to more and more

duties at the funeral home. By the time I was graduating from high school, there was no question that this was the career for me,” said Paul.

The laws of Pennsylvania at the time required that an individual desiring to become a licensed funeral director and embalmer had to complete 60 credit hours of college before attending mortuary school. Paul earned those 60 hours studying business at the Butler County Community College. He then enrolled in the 12-month mortuary science program at the Pittsburgh Institute of Mortuary Science and graduated in March of 1975. After completing the required 12-month apprenticeship and passing the National Board exam, Paul became a Pennsylvania licensed funeral director and embalmer in 1976. In 1977 he became the manager of a family-owned funeral home, also in Western Pennsylvania.

Paul and his wife Cyndee were married in 1980 and have two daughters, both married, and one grandson. After vacationing in Florida in the early 80’s, the Whites decided to escape the winters of Pennsylvania and relocated to Florida in 1984.

Upon relocation, Paul took a job with SCI in Winter Park, where he assisted in the area Care Center until he was fully licensed in Florida. After earning his Florida funeral director and embalmers licenses, Paul was named manager of several SCI owned funeral home locations in the Orlando area. At that time, SCI permitted their funeral home managers to obtain their insurance license and sell preneed for their location. And sell preneed he did! So much so that he was earning more in preneed insurance commissions than he was earning as a funeral home manager. “My wife encouraged me to move into fulltime preneed sales, so I shifted into the preneed side of our profession in 1989, and that is the area that I have served in ever since,” said Paul.

After several rapid promotions with SCI’s Guardian Plan preneed division, Paul was transferred to Winston-Salem, NC to take over the preneed program for five SCI locations in that area. In 1994, he was recruited by the third-party preneed marketing organization Trust 100 to become a part owner and serve as their National Sales Manager. Having moved back to Sarasota in 1996, where the Whites currently reside, Paul traveled the United States for Trust 100 and helped grow the company into one of the leading third-party preneed marketing organizations in the US.

Looking to make a change and cut back on the amount of long-distance travel he was logging every year, Paul sold his interest in Trust 100 in February of 2005. Planning to take a month off to decide what direction his career would take, Paul’s phone rang about a week after leaving Trust 100, and on the other end was Bill Williams, President and CEO of FSI. “Bill had an opportunity to discuss with me, so we arranged to meet. Bill offered me a position with FSI and I immediately accepted. That was 19 years ago, and it seems just like yesterday. The time has gone by in a blink!”

Paul has helped Bill and the other valued team members of FSI to grow the company into the leading deathcare trust administration and record keeper in the United States. “When I

joined FSI in 2005, we were serving firms in only Florida and Alabama. We are now serving clients in 23 states! I am very proud of the role that I played in helping to grow FSI.”

### A Well-Deserved Retirement

Paul will officially retire on March 31, 2024. Throughout Paul’s career with FSI, he has also been a distributor for a national travel protection plan company. He plans to continue in that role and will consult with FSI.

Paul’s retirement plans are varied. Paul has always enjoyed having a hammer or saw in his hands in his free time, so he plans to do some volunteer work with Habitat for Humanity. The Whites also plan to travel more.

“Cyndee and I have traveled extensively throughout Europe over the years. We plan to continue traveling to Europe, with a cruise through the Greek Isles already planned for April. We also are looking at future trips to Africa, South America and Australia. And I still need one more state to have visited all 50. Alaska will be visited via a cruise in the near future. And all of my adult life I have wanted to play the piano. I plan to take piano lessons and achieve that long delayed desire.”