



Mike Strickland engages Community Banks who are seeking to do more for their customers and a desire for new sources of fee income.

With more than 30 years of experience in banking, insurance, and technology related fields, Mike Strickland is the Founder and President of Wheatland Advisors.

Mike has had the pleasure to meet and work with some of the best bankers, learning what is important and critical to their success. He is able to apply those nuggets of knowledge every day to helping community bankers bring new services to their customers and additional revenue to the bottom line.

A past Board member of the American Bankers Association Insurance Council, Mike often hosts and speaks at bank functions and authors articles crafting strategies designed to increase service and fee income via customer experiences. Mike hosted a CEO Forum, gathering bank CEOs and life insurance executives to explore how the insurance industry can support community bank efforts to help protect their customers and provide for future generations. That same year, Wheatland Advisors received a Silver Award from the Kansas City Direct Marketing Association for an ongoing educational email campaign.

Wheatland Advisors developed the process, The Fee Income Multiplier to create specific plans centered around the unique characteristics of each community bank to bring new ways to serve a customer. Mike designed this process drawing from collaboration with community bankers and the experiences of organizing programs designed to incorporate each community bank's strengths and opportunity.

Previously Mike enjoyed 14 years with Country Club Bank, as senior manager for the division, Wheatland Advisors. Prior to Country Club Bank, Mike was President of Individual Assurance Company in Overland Park, Kansas, for two decades, which he led to become a major national provider of bank-offered loan insurance products.

Mike and his wife, Rita, are the proud parents of Crystal, her husband Mike, and three grandchildren, Savannah, John, and Luke. The pair are active in their church and love to travel and spend time with their family.

