

“I’ve been a salesman all my life.” This phrase has surely been spoken before by many sales professionals, but in the case of Mike Hulse, these few words couldn’t be a more perfect description.

Born in Oklahoma City, Mike was one of the oldest amongst his twelve brothers and sisters. His mother stayed at home to take care of her thirteen children, while his father managed his own car dealership. One could say that Mike was born with the sales bug; he learned very quickly that “the squeaky wheel gets the grease,” and started to speak-up among his brothers and sisters and truly excelled in both school and sports as a child and teenager.

After high school, Mike traveled to Texas Bible College to study theology. Upon completion of his first year of college, he married his childhood sweetheart, LaQuinta. He headed back to school following the wedding, and after graduating, Mike and LaQuinta traveled around the country and through Canada practicing theology.

Although it was their passion, theology just wasn’t providing the money Mike needed. After speaking with a friend in the financial services business, Mike decided to make the career change he was searching for- to the financial planning arena- and he hasn’t looked back.

Twenty-four years later, he continues to be successful, managing his own business from the comfort of his home. Why so long? Simply put, the business has treated Mike very well; he has a lot of freedom and can “do his own thing”. In fact, he is so successful that Mike only works six months out of the year. During the remaining months, he and his wife travel as much as they can: they spend much time in Texas, visiting Mike’s twelve brothers and sisters. And with two children of their own, plus one *grandchild*, they certainly have their plate full. Mike’s son, Michael (age 23), recently graduated from the University of Arizona, and his daughter, Michelle (age 25), lives in Phoenix with her family.

Life is good for Mike Hulse, and he is the first to admit it. When asked if he could have any job in the world, what would he chose, he casually replied, “My job.” And his home and business location in Tucson, Arizona, is a much more relaxed atmosphere than his previous home outside of Washington, DC. Needless to say, Mike will not making lifestyle changes any time soon.

Summer Fun With Mike:

Q: How many cacti do you have in your yard?

A: Three, although I can see thousands from my front door

Q: What was your favorite family vacation growing up?

A: Going to the mountains

Q: Pool, ocean or lake (or air conditioning)?

A: All of the above, except for air conditioning

Q: Lemonade, iced tea or mixed drink?

A: Arnold Palmer (a blend of lemonade and iced tea)