

“The be-all and end-all of life should not be to get rich, but to enrich the world.” These words of B.C. Forbes perfectly describe the goals and life experiences, both professionally and personally, of Michael Osadchey.

Michael grew up in Kansas City, far from his current home in Palm Harbor, Florida. He lived with his parents and two siblings- the middle child between two girls. Although Michael had a privileged childhood- everything from tennis to golf to the local club- it wasn't always this way for his family.

His grandparents moved to the U.S. from Russia and struggled for many years before seeing the success of their glass replacement business. To this day, Michael's grandfather remains his mentor, teaching him the personal satisfaction of hard and honorable work.

Michael initially joined his father and grandfather at their family business- and still has the scars on his hands to prove it! So how did he transition from a glass replacement company to the insurance industry? Simply put, Michael was interacting regularly with insurance industry, because when you break a windshield or window in your home or business you call the insurance company. Michael observed many of them were making a lot of money. Michael realized that-- on a glass installer salary and his wife 8 ½ months pregnant with their first child-- he needed to do something to secure his family's financial future. So he went to school at night to attain his Insurance License.

This interaction is what led Mike to the insurance industry, specifically to the senior market. Let it be known- it was not easy for Michael to leave the family business. But after the original family company was sold and Michael relocated to Florida, he decided to officially make the change. Remembering his grandmother's words as he informed her of his new job opportunity (Oy Vey, Michael! Is it honest?), he began (and continues today) to run a business based on integrity and sincerity, taking a special interest in niche markets; currently, he is pursuing many forms of prospecting, including KFG's *Rolling in Rollovers* program and Allstate's *Structured Sales* program.

Michael has spent 19 years in this industry, with responsibilities ranging from sales to management; he has even spent time on the wholesale side of the business. He loves that this industry allows him to express his creative side.

What's next? Well, Michael hopes to retire in five years; at that time, he would like to focus on his true passions: his family and charity work. For now, not only did he recently celebrate his 25th wedding anniversary, but he also enjoys watching his younger son play high school football and watching the future unfold for his older son, a recent graduate of Florida State University.

A self-proclaimed “community advocate,” Michael spends much time supporting two specific programs: *Junior Achievement*, a non-profit organization which educates young people on business and economics, and the *Judith House*, which offers counseling and shelter for abused and neglected girls.

