

A passion for life

Tammy Butts, with (from left) son Jon, a plastic surgery resident; husband Doug; daughter Michelle, a third-year medical student; and son Michael



Full circle



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When Tammy Butts joined Equitable Advisors in Chicago nearly 20 years ago, she was a young mom with a son in the fourth grade and twins in the first grade.

Now that son is a medical resident – and Butts just wrote him his first financial plan.

She has come full circle, and the impact that she has – on the lives of her clients and the professionals she manages – is just as strong for her today as it was the first day she stepped into the office. “It’s the best job in the world to get to help people for a living,” says Butts, ChFC, CLU, who is now executive vice president at Equitable Advisors.

That she was able to help her son – as well as another young resident – felt incredible. “His biggest asset is him and his ability to work,” she says. “I know firsthand the debt they incur and, if something were to happen to him, what the cost would be to him and how devastating that would be. It was an emotional thing as I helped protect these young men, and it made me feel good to be able

to do that with the knowledge and the abilities I have through my career.”

The COVID-19 pandemic has also served as a reminder of “why we do what we do,” says Butts. Business clients reached out to her, as did clients who’d lost jobs because of COVID-19, to figure out how to stay afloat. “We used cash value from their life insurance policies to help cover expenses,” she says. “And that ability – that was huge, and that was from planning we had done early on.”

Before she joined the profession, Butts worked at a bank, serving institutional clients as a credit analyst and then in institutional investment sales. She enjoyed what she did, “but I really didn’t have impact. ... The people I worked with were going to be fine long after I was gone either way,” she says. “The people I work with today – whether it be with a small business owner or with an individual – I can really change the direction of their lives. ... You go to bed at night and you go, ‘Man, I did something today; I made a difference.’”

Photo courtesy of Tammy Butts