

Amanda Garcia, AWMA®

Vice President, Business Development – Western U.S. | Wintrust Life Finance

Amanda Garcia brings over 17 years of progressive experience in financial services — spanning commercial and consumer lending, wealth advisory, and risk management — including the past 8 years dedicated specifically to life insurance premium finance.

In her current role at Wintrust Life Finance, Amanda leads business development efforts across the Western U.S., collaborating closely with producers, referral partners, and lending ecosystems to design sophisticated, properly structured premium finance solutions. She leverages her deep understanding of liquidity needs, carrier and lender selection, stress testing, client education, and implementation best practices to drive lasting outcomes for high-net-worth individuals and families.

Amanda earned the Accredited Wealth Management Advisor (AWMA®) designation from the College of Financial Planning in 2022 and holds a B.S. in Finance.

Known for her strategic mindset and relationship-first approach, Amanda has built her career on bridging the roles of producer, lender, and wealth-advisor — offering a unique perspective on premium-finance transactions from both the life-insurance and credit-partner sides of the table. She excels at translating complex deal structures into actionable frameworks that clients, advisors, and lenders alike can understand and execute.

When she's not working a deal, Amanda enjoys spending time with her husband and two teenagers, mentoring emerging finance professionals, teaching her two Australian Shepherds (Oreo and Roca) new tricks, and supporting community-based business education initiatives in the Pacific Northwest.