

James V. "Ted" Wilson was born and raised in Chester County, the son of the late James and Louzetha Wilson. Ted as he is known throughout the world, was born into a modest but loving family. Ted's father passed when he was still a young man and his mother was charged with the awesome task of raising three young high spirited boys, Ted, and his two younger brothers as two younger sisters. Mrs. Wilson worked as a housekeeper for a local family and did other odd jobs to make sure here family wanted for nothing. It was during these years that Ted's perception of responsibility was formed. Watching his mother work all day and then come home to do the same thing gave him the lifetime goal of becoming successful so that one day she would never have to work again. He promised her early on that he would one day be able to take care of the entire family.

A short while later Ted was adopted by the late Walter Wilson, Sr., then Principal of the Lando Elementary School and the late Susan Faber Wilson, former Director of Teacher Education at Morris College which added two more siblings, Walter, Jr.(Chuck) and the late Deborah Wilson. This blended family which coincidentally had the same sir names already became one.

James attended the Lando Elementary School and graduated from Elizabeth Heights High School in Great Falls, South Carolina. He matriculated at Morris College in Sumter, SC, majoring in Elementary Education. After Morris he went to work as a teacher in the Orangeburg County School District. He later began work at an insurance agency and excelled in leadership and was the recipient of many awards and honors at Interstate Life Insurance Company. In 1981 Ted opened his own agency, Wilson and Associates. After opening Wilson and Associates, he graduated from the American College of Life Underwriters in Advanced Business. He began a one man operation with a secretary and a dream to excel during a time in which African Americans were few and far between in financial services. He blazed the trail for many to follow through commitment, hard work and tenacity.

Ted's work ethic and devotion to his family has led him to a successful forty-two year career in the Insurance Industry. He serves at the Founder and CEO of Universal Benefits Marketing Firm, Inc., the third largest independently owned final expense marketing firm in the country. Universal Benefits employs 25 in-office staff members as well as 1500 active independent Field Agents. His business ventures have provided secure employment, stable housing and financial opportunity to thousands along the east coast and throughout the country. Countless men and women depend on his leadership and vision to steer continued to growth. In addition to UBI, other business entities include The Imperial Fine Dining which has been the venue and stage for many charitable offerings. The Imperial has been totally renovated and redesigned as the training and education vehicle as UBI University, accredited to provide training and development for insurance and several business other disciplines.

Although UBI is a multi-million dollar corporation, Ted has not forgotten his humble beginnings. He teaches and stresses financial stability to his staff and agents and encourages them to give to their local churches and communities. He is personally involved in the human side of the business and oversees his pet project, "Heating for the Elderly." Additionally, the company has a "Right to Work Program" that seeks to employ persons that have been displaced by company downsizing or layoffs. UBI, working in conjunction with the SC Employment Commission and area churches, sponsors interested candidates through a training program for the insurance sales field. Candidates must attend and successfully complete the training program and become full-fledged agents with earnings of \$40K or more.

Recently, UBI made marketing history when all both of its carriers called upon them to act as National Sales Directors for their Final Expense Products. When asked about this honor, Ted responded, "It only goes to show what hard work can do for you. We're right here in the small town of Sumter, yet our efforts are being recognized on a national level. It doesn't get any better than this."

His other business endeavors include: Capital Investments, a Real Estate and Title Holding Company which provides low to moderate housing to many families throughout South Carolina as well as high end properties; and T Capital Builders which conducts several remodeling projects in residential building.

Ted Wilson has practically become a household name throughout the South East for his charitable giving. He works regularly with single mother's to ensure that they are able to provide for their children in ways they may not have otherwise been able to. He has handed out school supplies and clothes, providing low income housing and participated in Toys for Tots and adopting numerous families each year for Christmas. In addition, he has provided free short term housing assistance to those in need and contributes largely to a number of churches and medical facilities. These charitable gifts have been made possible through the LouVon Foundation, a charitable trust named in honor of his late mother and sister. The Foundation has been at the forefront of giving since its inception in addition to the Ted Wilson Foundation which was founded to continue his charitable works.

Because of his leadership in the insurance industry he has served on the Boards of Occidental Life Insurance Company, Shenandoah Life Insurance Company, the Interstate Life Board, (1974-1980) and the Life Underwriters Council. He has also served as Chairman of the Friendship Development Childcare Center for many years. Other community affiliations include the KingFEST Committee which he has been among the leading Benefactors since its founding. He currently serves as a Tuomey Fellow on the Tuomey Foundation Board. He was Named to Who's Who in America and has received Awards and Commendations from the following: The South Carolina Senate and House of Representatives; The Governor's Small Business and Minority Business Assistance; Citizen of the Year by the Sumter County Sheriff's Department; Man of the Year, Omega Psi Phi Fraternity; Friendship Childcare Center, Sumter King Celebration Civil Rights Award, Lincoln Heritage Lifetime Achievement Award, Morris College Presidential Citation and a City of Sumter Proclamation giving him the Keys to the City of Sumter just to name a few.

As his personal witness, Ted has routinely given to in his birth church, Union Ezell AMEZ. Upon moving to Sumter, he joined Emmanuel United Methodist Church where he has served as a Trustee and in other capacities as called upon.

Ted married Maggie J. Wilson in 1972 and of their union he is the proud parent of two adult children; Ted, Jr., President of UBI (Michelle), and Erin Wilson James, VP of UBI (Cedrick) and the proud PaPa to Londyn, McKenzie, Ted, III., Lark, Lourdes, and twins Lahna & Liv.

Ted's motto is simple, "Winners will always find a way to Win!"