



# Anthony G. Thomas

SVP, Distribution Sales Development and Enablement

## Background

With over 35 years in the financial services industry, Thomas has broad experience in distribution platform and field management structures, regulatory changes, and field compensation practices.

## Experience

- Served more than 15 years at Allianz Life, currently leading distribution sales development and enablement to effectively connect distribution to the rest of the company and drive ongoing industry and professional development to both internal and external stakeholders.
- Broad experience with strategic planning.
- Leads distribution efforts to evolve platforms in the face of continuing market and regulatory change.
- Establishes and monitors processes and procedures across distribution to ensure compliance with company and regulatory requirements.
- Previously spent 17 years at Securian Financial and six years at KPMG.

## Education, certifications, and memberships

- B.B.A. in accounting with highest honors, University of Notre Dame
- CLU® (Chartered Life Underwriter), ChFC® (Chartered Financial Consultant), and RICP® (Retirement Income Certified Professional)
- CPA (inactive)
- FINRA Series 7 and 24 registrations

### → FOCUSED ON:

- Field compensation structures (agent, field marketing organization, and broker/dealer compensation)
- Navigating changes to distribution platforms