



Thomas Kaye

Frontier Brokerage
159 West 53rd
New York, NY
413-537-7905
tkaye@frontierbis.com

Background & Experience

Tom formed Frontier Brokerage in 2020 and has been in the industry since 1995.

Tom started with Mass Mutual in 1995 in the New Business/Underwriting Variable Life Team. In 1999, Tom became a product consultant and soon became an Internal wholesaler in 2000. In 2001, Tom was promoted to a Regional Director for Direct Distribution Channel specializing in point-of-sale support representing Mass Mutual in UBS, HSBC, First Union, Key Bank, Citibank, Capital One, Green Point, Northport, Astoria, Wachovia, and Bank of America.

In 2013, Tom left the corporate side of Mass Mutual to start Charter Oak Brokerage and become one of the top Mass Mutual brokerage firms in the country winning the gold standard in brokerage at Mass Mutual the Academy of Honor nine consecutive years. Forming Frontier has enabled Tom to utilize his skills for all insurance carriers across multiple channels.

Tom currently resides in East Longmeadow, MA with his wife Cathy and three children Bri, Tommy, and Keeley. Tom is an avid parks and recreational supporter who values community through recreation. He currently serves as the Chair of the recreation commission. Tom has completed the Boston Marathon to raise money for Griffins Friends a group that provides support to children and their families battling cancer. As a two-time survivor himself he understands that every day is a unicorn.

Certifications & Education

- American International College, BA in History – Springfield, MA