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**Background & Experience**

Tom is the Director of CPS Advanced Markets. For over thirty years he has specialized in the areas of estate, business continuation and non-qualified benefit planning, as well as in matters of life insurance, long-term care insurance and annuity taxation.

Tom received his B.A. from the State University of New York. His law degree is from the Cumberland School of Law, Samford University, Birmingham, Alabama. He is a member of the Alabama State Bar Association and Society of Financial Service Professionals.

Tom has written articles for the Journal of Financial Service Professionals, Insurance News Net Magazine, National Underwriter, Life Insurance Selling and Broker World. He has been a guest speaker for the Million Dollar Round Table. He has conducted hundreds of advanced marketing seminars across the United States for attorneys, accountants, life insurance agents and other professionals involved in the insurance planning process. He and his wife, Susan, live in Athens, GA, with their Siamese cat and any of their four children and their spouses who happen to be visiting at the time.