



Tom Worthington

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Background & Experience

Tom has been in the life insurance and financial business planning markets for over 40 years. He joined what is now Pinnacle IFS in November of 1999 as a Vice President of Sales, partnering with National Accounts like UBS and Wells Fargo and regional firms including Raymond James & Associates, Stifel Nicolaus and IFP. Tom specializes in partnering with Financial Advisors on advanced planning solutions including Estate and Trust plans, Business Valuations and Transition, Buy-Sell plans, and Qualified and Nonqualified plans for Financial Advisors and their clients. Prior to Pinnacle, Tom worked with Fidelity Mutual life insurance, and the Newport Group where he worked in the COLI/BOLI marketplace with Chief Financial Officers in the Fortune 200 arena.

Tom is an affiliated member of the NICEP (National Institute of Certified Estate Planners). He has been a guest speaker for CE and CPE courses for Financial Advisors, CPA's and Independent Life Agents. In his spare time, Tom likes to travel with his wife and family. He also enjoys following baseball, football, and golf.

Certifications & Education

- Jacksonville University, Jacksonville, Florida