



## **Brad Newcomb**

Business Development Director

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Brad, originally from Des Moines, Iowa, has been involved in the financial services industry for over 13 years and holds a B.A. in Business Management/Marketing from Central College in Pella, Iowa. Brad started his career with one of the largest financial services companies in the nation and progressed quickly through the organization inside the home office. His roles ranged from internal wholesaling, management of the internal sales staff, to being the Sales Relationship Manager for National Accounts. Brad was quickly promoted to Regional Vice President, covering all distribution lines in his 13 state territory. Brad's fresh approach to solution-based sales has allowed him to successfully develop annuity distribution, as well as assist marketing organizations and financial advisors seek success and growth in their business.

Brad currently lives in Phoenix, Arizona with his wife Tricia of 7 years and their two whippets, Malden and Thomas. He enjoys golfing, fishing, hiking, off-road riding, and Iowa Hawkeye and Arizona Cardinals football.



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