

Tom Dickson, National Sales Leader of Financial Advisor Channel Reverse Mortgage Funding LLC

Tom Dickson manages the Financial Advisor Channel for Reverse Mortgage Funding LLC. He is responsible for the channel's business plan, internal sales training, marketing strategies and materials, Broker/Dealer sales, concierge sales and service team. Tom also hosts a webinar platform, Financial Experts Network, which has educated approximately 40,000 financial advisors on reverse mortgages.

Prior to Reverse Mortgage Funding LLC, Tom led the MetLife Bank Financial Advisor Channel, where he led the launch of the bank's first-ever continuing education program, which contributed to the channel producing one out of every eight reverse mortgage loans for MetLife's retail division. While leading Genworth's financial advisor efforts, Tom won the reverse mortgage industry's first-of-its-kind alliance with a financial planning program provider, PIETech. The alliance involved the delivery of reverse mortgage quotes to financial planners when modeling client retirement plans in PIETech's MoneyGuidePro program. Tom also sponsored academic research from financial planning leader, Harold Evensky, on the use of reverse mortgages in retirement planning. The research was published in the *Journal of Financial Planning* and has been cited by numerous consumer publications (*Wall Street Journal*, *The New York Times*, and AARP).

Tom started his career in the mutual fund industry, serving the trust department community. He was also integral in the launch of some of the industry's first online brokers and multi-manager investment programs. Early in his career, Tom worked at Mellon Bank, where he served as a Product Manager for their custody business.

Tom graduated with a B.S. in Marketing from Indiana University of Pennsylvania.

Tom resides in Pittsburgh, PA with his wife, Barb, and their two children, Chelsea and Cassandra.