

Tom McKay, CLU®, ChFC®

Director, Advanced Sales
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Tom McKay joined Crump Life Insurance Services in 2023 and currently serves as Director, Advanced Sales. In this role, he is responsible for advanced case design, illustrations, and sales support for life, disability, and long-term care insurance for the Independent Channel and National Accounts.

Prior to joining Crump, Tom served as an advanced case design consultant within a certified public accounting firm's financial planning practice. He also held advanced sales roles with major mutual life insurance companies and financial planning firms. In addition, Tom previously served as Vice President Of Advisor Development, where he focused on advanced case design, presentations, and training and development for financial professionals.

Tom earned a Bachelor of Science degree in business administration from the University of Denver in Denver, Colorado. He holds his Chartered Life Underwriter (CLU®) and Chartered Financial Consultant (ChFC®) designations, maintains life and health insurance licenses in multiple states, and holds his Series 7 and 63 registrations. Tom resides in Pittsford, New York, with his spouse, Lisa. They have three adult sons and a grandson due in July 2026.

About Crump Life Insurance Services

Crump Life Insurance Services is a leading third-party distributor and service provider of insurance and retirement products. Crump supports the distribution of life insurance, annuities, long-term care, linked benefits, disability, and health products with the industry's premier sales and back-office support and technology services, marketing under the following brands: Crump, Hanleigh, Truist Life Insurance Services, and Tellus.

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