



Maximizer. Arranger. Relator. Responsibility. Focus.

These are **Thomas (Tom) D. Conklin's** top 5 strengths as assessed by the Clifton Strengths Finder from the Gallup Organization. These strengths measure the things he truly loves to do... these strengths are known to last for a lifetime.

Tom loves to transform something good into something that is excellent. This talent of “polishing of the pearl until it shines” is well suited in his chosen career of building financial service clients and advisors. You can't get anywhere by looking in your rearview mirror,” says Tom. Rather, he recommends that people need to capitalize on the gifts and situations they are given and move forward toward goals and objectives that are meaningful in their lives.

Tom entered the financial services industry in 1981 after studying accounting at the University of Tulsa. He didn't care much for merely crunching numbers. He once commented in his Intermediate accounting class at TU that, “I feel like I'm only keeping score and not playing the game”. The opportunity to use his accounting education, added to the human element of developing relationships with clients, was a perfect fit for his financial service career. So, at the young age of 24 he became an agent with a large mutual insurance company, beginning as an agent, then appointed as a disability income specialist in 1983. Tom was promoted as manager in 2000, and has always focused on building and arranging client and advisor relationships to maximize their potential.

Tom holds Series 6, 63, 65 and 7 securities registrations and is licensed to sell life, health, disability income and long term care insurance. Always pursuing continuing education, he achieved CLU and ChFC designations from the American College during the first 10 years of his career. Tom has deep roots in Tulsa, raising 3 children who are now grown and pursuing their own careers and families, including 3 precious grandsons, in the Edmond and Oklahoma City area. Tom acknowledges that the best investments he has ever made have been focusing time and effort into his marriage and children.