PLAN
PROFESSIONAL LIFE ADVISORS NETWORK

Thomas Alexander, National Director of Sales

Region Focus: Dallas TX, Arkansas

Background & Experience

Tom Alexander is a nationally recognized life insurance expert and financial services leader with nearly four decades of experience helping elite advisors, wholesalers, and institutions deliver sophisticated solutions to their most complex clients. As National Director of Sales at The Pinnacle Group, Tom works across wirehouse relationships, bringing together strategic leadership and hands-on support to help advisors grow their practices and better serve high-net-worth clients. He joined Pinnacle in 2026, attracted by the firm's collaborative culture, integrated support model, and ability to combine advanced planning expertise with practical execution. As Tom explains, “After 39 years in this business, I know how important it is to have the right platform behind you. What stood out to me about Pinnacle was the collaboration, the cross-functional support, and the ability to deliver practical solutions in a way that is both strategic and high-touch.”

Before joining Pinnacle, Tom served as Director of Private Wealth at Capitas Financial, where he led private wealth initiatives and partnered with advisors, wholesalers, and institutional firms on advanced insurance planning strategies. Earlier in his career, he held senior leadership roles with The Hartford and Farmers Insurance Group, providing him with extensive experience in distribution, product strategy, and advisor development. Today, Tom is a trusted resource for financial professionals seeking guidance in wealth transfer and estate planning, business succession planning, advanced life insurance design and distribution, premium finance, executive benefits and corporate-owned life insurance (COLI), long-term care and hybrid LTC solutions, high-limit disability income planning, and national wirehouse and broker-dealer channel strategy. His advisor-first approach, deep industry relationships, and practical expertise have made him a valued partner for advisors navigating complex client needs and an evolving regulatory landscape.

Certifications & Education

- FINRA Series 6 and 63
- Life, Health, Variable Life and Annuities Licenses