

THOMAS DuBOSE, LUTCF, CLTC

EXECUTIVE MANAGEMENT PARTNER

Transformational Leadership | Accountability | Delivering Excellence



Executive Leader with outstanding transferable skills in leading large teams and divisions to achieve their overall vision and mission. Thomas has an impressive history of surpassing ambitious business goals while delivering success and innovations through his ability to teach, train, and mentor others to be their best. His passion is building relationships and finding talent. He is continuously searching for talented professionals who are open to entrepreneurship and interested in learning more about owning their own small business, leading, motivating, and developing their own team. He wants to help results-driven entrepreneurs to discover whether the opportunity to lead a business aligns with both their strengths and goals. Thomas' record of aggressively growing businesses on a regional and national level, spurring multimillion-dollar growth, and a focused and profound dedication to operational excellence.

- ✦ **Led and Mentored** a team of 45 Independent Business Owners/Agents that has produced over \$300 million in annual sales; coached business skills and advised on key business strategies
- ✦ **Conducted Sales and Business Acumen Training** for over 110 support personnel which increased product knowledge, sales skills, performance orientation, and self-awareness skills
- ✦ **Networked and Built** relationships with local leaders and supported company's Mission & Vision of Community Involvement. Served on key community Board of Directors, key contact for public relations and media outlets

PROFESSIONAL EXPERIENCE

A multi-faceted business entrepreneur

Agency Sales Executive

State Farm Insurance 1989 – Present

Managing Partner

Privately Owned Company

Sole Proprietor – Real Estate

Property Management/Acquisitions/Sales

Thomas' accomplishments are highlighted in his ability to embrace change, convey stability, and provide direction in evolving times.

- Provided leadership that grew market share by **\$10 million in P&C premiums YoY**
- Recognized each year as one of the **TOP 10 Leader** in the Southeastern Market
- Million Dollar Round Table: **TOP 1% of Financial Services Producers** in the world
- **Ambassadors Life Qualifier**: 20+ years

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🌐 : **[Thomas DuBose, LUTCF, CLTC | LinkedIn](#)**

EDUCATION | CERTIFICATIONS

Bachelor of Science – Business Administration & Management Finance

Delta State University

Executive Management Leadership

University of Virginia Darden School of Business

Executive Management Program

Chicago Booth School of Business

Executive Certificate – Financial Planning (CFP)

Christian Brothers University

Financial Services Certified Professional (LUTCF)

The American College of Financial Services

BOARD MEMBERSHIPS

Board Member of Latino Memphis: Generated over \$250,000 in Grants

President of National Association of Insurance & Financial Advisors – Grew membership by 10%

Advisor to the National Civil Rights Museum: generated over \$500,000 in grants and donations

Team Organizer for the American Heart Association and the March of Dimes