



Derek B. Smith

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Background & Experience

Derek started his insurance carrier working as a wholesaler for Sun Life Financial. He worked in the Employee Benefits space, specifically focusing on Long Term Disability in the Physician & Attorney market. After his time with Sun Life, Derek took a Regional Manager's position at Dearborn National for the TN, KY & AR region. He spent several years there working with larger groups in the LTD & Life market. For the past 6 years Derek has been in the Brokerage space with Dixon Wells as a Regional Sales Director. With his prior experience and foundation being built on Disability, his primary focus today is on wholesaling Individual Disability Insurance. Derek currently holds workshops & seminars for agents, advisors and brokers that want to focus on growing their practice through Disability Insurance – directing them on why Disability Income is imperative for their clients.

Derek is a Past President of the local NAIFA (National Association of Insurance and Financial Advisors) chapter in Nashville, TN, where he has been a member for 5+ years. He currently working on obtaining his Series 6/63 licenses and will begin his professional designations in the coming year. He enjoys spending his free time with his family (Wife – Lauren, Children – Lillie, Sarah Cate & Benton) and playing golf; along with being an active member at his church and community organizations.

Certifications & Education

- University of Georgia, Athens, GA - B.S. in Family & Consumer Sciences - Consumer Economics, 2005