



Derek B. Smith

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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 3 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 currently the President of the local NAIFA (National Association of Insurance and Financial Advisors) chapter in Nashville, TN, where he has been a member for 3 years. He will also begin his CLU (Chartered Life Underwriter) designation this coming summer, 2016. Also, Derek serves as a deacon over ministry at his church where he heads up a local Inner City Ministry center for at risk youth.

EDUCATION

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