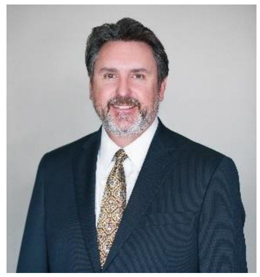
Capitas Private Wealth Team

The local Capitas Support Team along with the national Private Wealth Centers can provide case consultation and planning options to enable financial advisors to enhance their practices by effectively integrating life insurance into the client's overall estate, business or financial plans.

Arkansas, Kansas, Missouri & Oklahoma



Thomas Alexander

Team Leader - Director of Private Wealth

The Blair Agency – Capitas Financial, Inc.

Cell: 479-685-9921| Fax: 314-961-0091| tom.alexander@capitasfinancial.com

Jessica Ingram

POS Support/Internal Account Executive

Tel: 314-338-2524

Fax: 314-961-0091

jessica.ingram@capitasfinancial.com

Mark Haar

Case Designer

Tel: 314-338-2527

Fax: 314-961-0091

mark.haar@capitasfinancial.com

Lauren Curtis

Case Manager

Tel: 314-338-2517

Fax: 314-961-0091

lauren.curtis@capitasfinancial.com

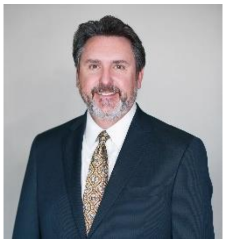
Bank of America Private Bank | Merrill Private Wealth Management

Supported by the Capitas Financial Team – Led By Local Director of Private Wealth

Director of Private Wealth | Point of Sale Support | Internal Account Executive | Case Designer | Case Manager

Collaborating with the National Capitas Financial Private Wealth Centers

Wealth Transfer & Estate Planning | Premium Finance | Business Planning / Succession | Executive Planning



Thomas Alexander

Director of Private Wealth for The Blair Agency
Tel: 314-338-2528 | Cell: 479-685-9921 | Fax: 314-961-0091 | tom.alexander@capitasfinancial.com
1401 South Brentwood Boulevard, Suite 170, St. Louis, MO 63144 | CRD#1831794

BUSINESS EXPERTISE

Executive Compensation Planning
Advanced Estate Planning
Business Continuation Planning
Financial Products Analysis & Design
Retirement Planning

BIOGRAPHY

Tom joined Capitas in 2010. As a Director of Private Wealth, he is dedicated to providing superior point-of-sale support in the areas of individual and business insurance planning. Tom brings over 30 years of experience in the financial services industry. Prior to joining the Capitas team, he was a Senior Account Executive with The Hartford. Tom has extensive experience partnering with financial advisors, insurance agents, bankers, and CPAs in helping with advanced planning strategies for their clients. He also holds his series 6 and 63 insurance licenses.

In 1998, Tom was appointed by Governor Mike Huckabee to the Arkansas Ethics Commission, and served as Chairman in 2001. Prior to his appointment, Tom held public office while living in Little Rock. He was appointed to the Arkansas Insurance Commissioners Life and Health Advisory Task Force in 1998. He is a member of the National Association of Insurance and Financial Advisors, where he has formerly served on both local and state boards. Tom currently resides in Rogers, AR with his wife, Tracy. They have three children: Hunter, Ryan and Bailey. Tom is an active member of his community and church. He enjoys spending time with his family, politics, and anything outdoors.

THE BLAIR AGENCY

The Blair Agency offers the professional financial advisor one stop access to a broad spectrum of insurance products from the finest insurance carriers. Since 1972, we have served the needs of brokers and advisors in Missouri, Arkansas, Kansas, Oklahoma and southwest Illinois with a full range of “value added” support resources to assist in properly integrating insurance products into an overall financial or estate plan.

Our staff provides expert point of sale assistance and a full service experienced back office. The combination of our local service and support with the Capitas Financial network of member firms is unmatched in the insurance industry. We are committed to your success.

CAPITAS FINANCIAL, INC.

Capitas Financial is the premier partner for Financial Advisors, providing insurance solutions for investment, tax, retirement, estate, business and financial life planning needs. Formed in 2001, Capitas Financial was founded on the strength and reputation of its founding members and was created to establish strong and strategic alliances with leading insurance carriers and financial institutions.