



Eric J. Thomes

Chief Distribution Officer

Background

With over 30 years in the financial services industry, Thomes has broad experience within Allianz Life Insurance Company of North America (Allianz Life), holding various leadership roles with increasing responsibility. He is currently responsible for maximizing distribution through strategic relationships in the independent, wirehouse, RIA, and bank channels, as well as independent field marketing offices. Thomes has played a pivotal role in strengthening the company's position as an industry leader.

Experience

- Over 30 years with Allianz Life, focused on helping financial professionals in acquiring and serving clients through retirement planning, income planning, and other protection strategies.
- Oversees all of sales and distribution at Allianz Life.
- Leads a team of 500+ individuals across all distribution channels.
- CEO of Allianz Life Financial Services, a wholesale broker/dealer.
- Previously responsible for all Allianz Life annuity sales through field marketing organization channel.
- Helped lead the successful implementation of Broker/Dealer Contract to bring FIA products to banks and investment banking divisions.
- Active in industry government relations activity at both the state and federal levels.
- Speaker at industry events on trends and changes in retirement planning; conducted over 100 seminars for financial professionals on retirement income strategies.

Education, certifications, and memberships

- B.S. in Business Management from St. John's University (Minnesota)
- FINRA 6, 7, 24, and 26 securities registrations
- State of Minnesota Life, Accident & Health Insurance License
- Board member of Allianz Life Field Advisory Board
- Board member of Allianz Life Insurance Company of New York
- Member of National Association of Insurance and Financial Advisors (NAIFA)
- Former Chairman of the Board of the National Association for Fixed Annuities (NAFA)
- Former board member of LIMRA-LOMA Secure Retirement Institute
- Former board member of Alzheimer's Association Minnesota-North Dakota Chapter

→ FOCUSED ON:

- Retirement income strategies
- Managing risk in retirement planning
- Insurance (annuities and life insurance)
- Distribution trends
- Thought leadership studies

Allianz Life does not offer financial planning services.

Insurance and annuities are issued by Allianz Life Insurance Company of North America. Variable annuities are distributed by its affiliate, Allianz Life Financial Services, LLC, member FINRA, 5701 Golden Hills Drive, Minneapolis, MN 55416-1297. 800.542.5427 www.allianzlife.com

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