

# Thomas J. Hosmanek, MBA, CLU, CLF, CFFM

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## Education

- MBA, Concentration in Marketing Management, St. Ambrose University, 2016
- Certificate of Nonprofit Management, University of Iowa, 2014
- CLF (Chartered Leadership Fellow), The American College, 2007
- CLU (Chartered Life Underwriter), The American College, 1992
- BA, Government, Lawrence University, 1973

## Related Education

- Certificate in Mindfulness, EICCD/Allegra Learning Solutions, LLC, 2019
- Course in Mindfulness, Naropa University, 2019

## Related Expertise

- Professional Sales, Advanced Sales, Sales Management
- Sales Planning, Recruiting, Selection, Training, Supervision, and Performance Analysis
- Sales Representative and Managerial Reporting Systems
- Accountability Systems
- Nonprofit Management and Grant Writing

## Current and Prior Positions

- Adjunct Professor, Sales Program, Department of Marketing, St. Ambrose University, 2017 - present  
Courses written and taught: Principles of Sales, Advanced Selling, Professional Practices in Selling, and Sales Management
- Executive Volunteer Leadership Committee, St. Ambrose University McMullen expansion initiative, 2019
- Coach, student Sales Management Simulation team, 2019
- Hand-in-Hand, Member, Board of Directors, Member, CEO Succession Committee, Chairman, Stewardship Committee, 2018 - present
- Ethics Instructor, continuing education for financial service professionals, Community Educators, 2016 - 2017
- Bur Oak Land Trust, Iowa City, IA, Member, Board of Directors, 2015
- Modern Woodmen of America, a fraternal financial services provider  
Regional Director, 1999 - 2012  
Managing Partner, 1984 - 1999  
Financial Representative, 1979 - 1984
- President, Skycastle Farms, LLC, 2010 - present
- Co-founder and Member, Board of Directors, Evan's Dream, a 501(c)3 organization, 2010 - present
- Newscaster and News Director, KSTT Radio, Davenport, IA, 1973 - 1978

## **Publications and Presentations**

- Author, “The CINCH Sale,” an e-book for first-year university sales students, August, 2018.
- “Changing Minds: How to Make Recruiting #1,” Workshop presentation at LAMP (Leadership and Management Program) International Convention, San Francisco, March, 2008.
- “Growing Your Agency by Growing Your Leadership Team,” Workshop presentation at Modern Woodmen of America Regional Directors annual meeting, Costa Rica, January, 2007
- “Where Are You? Building, Maintenance, Growth or Maturity?,” *Managers Magazine*, November, 1992.
- Modern Woodmen of America, presenter at regional meetings on planning, productivity and management topics for agencies in Iowa, Illinois, Michigan, Ohio, South Dakota, and Wisconsin.

## **Professional Affiliations & Service**

- St. Ambrose University, Faculty Selection Committee – Marketing Dept., Nov.-Dec., 2018.
- AMTC (Agency Management Training Council)
  - Member, National Board of Directors, Member, Curriculum Committee
  - Instructor for 26-week manager training course conducted in Quad-Cities
- GAMA International (General Agents & Managers Association), 1984 - 2012
  - National Membership Committee, National Professional Development Committee
  - Iowa Chapter of GAMA, member, Board of Directors
  - Quad-Cities GAMA, President, Board of Directors, Education Committee Chairman
- GAMA Foundation, Company Ambassador, 1994 – 2012
- LUTC (Life Underwriters Training Council), course instructor
- Modern Woodmen of America,
  - Regional Director Advisory Panel, 2004, Managing Partner Advisory Panel, 1993 – 1998
- NAFIG (National Association of Fraternal Insurance Counselors), member, 1979 - 2012
- NAIFA (National Association of Insurance & Financial Advisors), 1979 - 2012
  - Illinois Quad-Cities Chapter, Board of Directors
  - Iowa Quad-Cities Chapter, Board of Directors, Chairman, Education Committee
- Quad-Cities Estate Planning Council, member
- SFSP (Society of Financial Services Professionals), member, Vice-President of Quad-Cities chapter
- Iowa Associated Press Broadcasters, member, Board of Directors, 1976 – 1978
- Iowa News Broadcasters Association, member, Board of Directors, 1976 – 1978

## **Awards**

- St. Amrose University, Faculty of the Month, February, 2019
- Modern Woodmen of America
  - District Development Award (1<sup>st</sup> of 130 districts), 1993, 1994, 1995, 1996, 1998
  - Regional Director Inner Circle, 1999 – 2011
  - Managing Partner Inner Circle, 1989 – 1998
  - National Sales Conference, qualified 23 times
- GAMA International Management Awards, Gold and Platinum levels, 2000 – 2012

## **Licensures and Certifications**

- FINRA, Series 6 and 63, 2000 – 2014, Series 26, 2000 – 2012
- Life and Health insurance licenses, State of Iowa, 1979 – 2019
- Variable Annuity license, State of Iowa, 2004 – 2014
- Professional Designations – CLU, CLF, CFFM, FICF, LUTCF