



TOMMY MCDONALD

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As a shareholder of the firm, and a Director in MarshBerry's Financial Advisory Division, Tommy focuses his time on delivering valuable advice and counsel to his clients. In his 14+ year career, Tommy has built extensive knowledge in the insurance distribution space in areas involving merger and acquisition advisory, organic growth best practices, financial management, valuation, perpetuation and strategic planning.

Tommy's analytical talents and passion for the industry produce exceptional results, whether he's developing new client relationships or providing advice and counsel to existing clients to help them accomplish their goals.

Tommy is also an active facilitator and leads strategic discussions for MarshBerry's executive peer exchange network, Connect. He is a frequent keynote speaker at national conferences, broker association meetings, insurance carrier elite meetings, and executive leadership forums. Tommy has authored over 100 industry articles for leading insurance magazines and is a frequent contributor to MarshBerry's proprietary publications.

Tommy joined MarshBerry in 2008 as a financial analyst, playing a major role in preparing valuation reports, perpetuation plans, compensation projects, sales management engagements and strategic planning. In 2009, Tommy was promoted to Product Manager and responsible for the firm's proprietary sales management technology, focused on product vision, implementation and business development. From 2012-2016, Tommy held a leadership position for Connect where he was responsible for new partner development, team management, and strategy. In 2017, Tommy was named to Insurance Business America's "Young Guns," which recognizes individuals younger than 35 who are inspiring their peers with their expertise and passion for the industry.

Professionally, he currently maintains the FINRA Securities Industry Essentials (SIE®) Exam, in addition to the Series 62, 63 and 79 FINRA Registrations through MarshBerry Capital, LLC, the affiliated FINRA-registered Broker/ Dealer of Marsh, Berry & Co., LLC.

Before joining MarshBerry, Tommy held a position with a national Fortune 200 home building company. He has a bachelor's degree in business administration from John Carroll University.