

Tom Hegna, CLU, ChFC, CASL

First Vice President

New York Life Insurance Company

Tom Hegna is First Vice President for Retirement Income Security at New York Life. Originally from Glenwood, Minnesota, he attended North Dakota State University on an Army ROTC Scholarship and graduated with honors. He was commissioned in the U.S. Army and spent 6 years on Active Duty and another 16 ½ years in the US Army Reserve and retired as a Lieutenant Colonel in 2006.



In 1988, Tom started his career in the insurance industry with MetLife. He qualified for membership into the Million Dollar Round Table (MDRT) in each of his first three years (MDRT is recognized throughout the industry as the standard of sales excellence in the life insurance and financial services business). In July, 1996, he joined New York Life and was named Director of Annuity Sales for the West Central Zone. He was promoted to Vice President in March of 2006 and First Vice President in March of 2010. He currently resides in Fountain Hills, Arizona. Tom is married and has four children.

He is a popular industry speaker, having spoken at the MDRT Boomertirement Roadshows, the National NAIFA Convention and the Society of Financial Service Professionals National Forum meetings, as well as numerous local association meetings. In October 2009 he spoke main platform at the Top of the Table meeting for the Million Dollar Roundtable. He spoke at the 2010 AALU National Meeting, the main platform at the 2010 NAIFA Annual Meeting in Seattle and on the main platform at the Million Dollar Round Table meeting in Vancouver in June 2010. He has been featured in articles in the American College Wealth Channel Magazine, Round the Table (an MDRT publication), the National Underwriter and NAIFA's Advisor Magazine.