

WINTHROP SCOTT HINDS

22 Bello Ct, Rochester, NY, 14624 | scott@wscotthinds.com | 716-864-4629

EDUCATION

LeBow College of Business at Drexel University, Executive DBA – Philadelphia, PA

S.I. Newhouse School at Syracuse University, MS Communications – Syracuse, NY

St. Bonaventure University, MBA, Marketing and Finance - Olean, NY

Syracuse University, BA, Political Science and Government - Syracuse, NY

WORK EXPERIENCE

Corporate Retirement Services Specialist

MassMutual NYS, Rochester NY, *2021-Present*

Directs the Agency Retirement Plans Department at MassMutual New York State. Specializes in 401(k) and retirement plan marketplace since 2015. Represents businesses and non-profit organizations across the country providing investment education and plan design services.

Financial Advisor Associate

Morgan Stanley, Rochester NY, *2020-Present*

New associate on an established team with a Morgan Stanley Corporate Retirement Director, focused on 401(k) plan administrator and participant support across the country. Helping clients navigate the complexities of offering retirement plan programs to their employees on both the workplace and retail sides of the industry.

Retirement Services Client Relationship Account Manager

Paychex, Rochester NY, *2018-2020*

Develops and maintains positive relationships for our top tier clients through effective collaboration with internal Paychex Operational departments, Financial Advisor community and appropriate sales organization. Provide support to high value clients and the Financial Advisor community through advanced industry knowledge.

Investment Consultant

Fidelity Investments, Rochester NY, *2015-2018*

Provides individual investment consultation for clients, covering a broad range of customer concerns. Participates in branch seminars and sales campaigns, partnering with Financial Planning Consultants on prospective opportunities.

Director of Membership & Development

National Association for Fixed Annuities, Remote & Washington DC, *2014-2015*

Managed member programs and the development of services for Association members. Spearheaded financial support initiatives for the Association and was responsible for generating the Association's annual revenue. Managed associations relationships with Premier Partner executives. Supervised the formation and implementation of several sub-committees. Planned and managed the Association's annual member conference.

WINTHROP SCOTT HINDS

22 Bello Ct, Rochester, NY, 14624 | scott@wscotthinds.com | 716-864-4629

Director of Government Relations

National Association for Fixed Annuities, Remote & Washington DC, *2010-2014*

Organized and directed all government affairs activity. Reported on legislative and regulatory affairs relevant to the Association. Coordinated grassroots initiatives to successfully influence governmental policy. Developed and introduced draft legislation and model law. Created and spearheaded the Association's national summit for insurance executives. Planned and managed the Association's annual member conference.

Director of Education

National Association for Fixed Annuities, Remote & Washington DC, *2007-2010*

Authored publications and reports for financial services professionals. Addressed over 20,000 agents and over 2,000 company executives on a range of topics crucial to financial service. Planned and managed the Association's two annual member conferences.

Account Executive

One Communications, Buffalo NY, *2006-2007*

Worked in outside sales, business to business, developing proposals and developing client relationships in the telecommunications space.

Financial Services Representative

Alliance Advisory Group, Buffalo NY, *2004-2006*

Helped develop an infrastructure for providing financial services nationwide utilizing remote conference software. Provided individual client services through a comprehensive process focused on Protection, Savings, and Growth elements.

Senior Consultant

Orbital Advisory Group, LLC, Rochester NY, *1996-present*

Assists with brand development, website design, and advertising concept design. Consults for industry, including third-party evaluation of products, services, and initiatives. Provides data analysis and interpretation services. Consults on knowledge translation and curriculum development for a broad range of industries.

CERTIFICATIONS

Series 7 General Securities Representative

Financial Industry Regulatory Authority (FINRA) – CRD #5111174

Series 63 Uniform Securities Agent

Financial Industry Regulatory Authority (FINRA)

Series 65 Uniform Investment Adviser

Financial Industry Regulatory Authority (FINRA)

SELECTED PRESENTATIONS

The Effects of the Department of Labor's Proposed Fiduciary Rule on Industry. Oral panel presentation for the Joint Executives Committee; July 2015, Albany, NY

WINTHROP SCOTT HINDS

22 Bello Ct, Rochester, NY, 14624 | scott@wscotthinds.com | 716-864-4629

Indexed Annuities are Fixed Annuities and Ought to be Included for Qualified Longevity Annuity Contracts (QLACs). Oral testimony for the United States Department of Treasury; January 2015, Washington, DC

Why Words Matter. Oral presentation for Brokers International Insurance Group Recruiting Event; May 2016, Phoenix, AZ

Regulatory Impact of Fiduciary Rule in Non-Captive Insurance Space. Oral presentation for Unkefer Insurance Associates; Annual Sales Meeting; February 2015, Phoenix, AZ

AWARDS & HONORS

Syracuse University Dean's List Scholarship Recipient, 1998-1999, 2013-2016

Board Member of National Coalition of Insurance Legislators Industry Education Council, 2012-2015

Honorable Discharge, US Air Force, 2001

Military Order of the World Wars, Bronze, 1999

Syracuse University Varsity Swimming Letter Winner, 1998-1999

US Air Force Commander's Leadership Scholarship, 1998

Boy Scouts of America Eagle Scout, 1994