

## GWG Expands Sales and National Accounts Team Ahead of New Product Launch

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GWG Holdings Inc. (Nasdaq: GWGH), a sponsor of non-traded life settlement investment programs, has hired five employees to its sales and national accounts team as the company prepares to introduce new products in early 2020.

The new products will be the result of the relationship between GWG and The Beneficient Company Group L.P, a financial services company that provides liquidity to owners of alternative assets. The companies announced their strategic relationship two years ago and have recently taken steps to expand that relationship.

GWG said that the new hires and the planned introduction of new products are intended to help “diversify its asset base as a way to increase protection for its current and future investors.”



Ted Breen will serve as a regional vice president and has 25 years of securities sales and distribution experience. He previously held similar positions at Triloma, SC Distributors, S2K Financial, and Wells Real Estate Funds, according to his LinkedIn profile.

David Harrison will serve as regional vice president and has 24 years of securities sales and distribution experience. He has held sales positions at CR Capital Distributors, NorthStar Securities, Transamerica, and DSW Investments.

Bron Urbanick is a regional vice president with 30 years of securities sales and distribution experience, and has worked at SC Distributors, Crossroads Capital Distributors, and Ohio National Financial Services.

Dylan White, regional vice president, has 16 years of securities sales and distribution experience, the company said.

Kyla Valles was named assistant vice president of business development/national accounts. She has 11 years of operations and national accounts experience and served as vice president of national accounts at SC Distributors prior to joining GWG.

“We are very pleased to be able to attract sales professionals with deep experience distributing alternative investment products successfully to advisors across the country,” said Merriah Harkins, GWGH’s Executive Vice President leading Sales, Marketing and Business Development. “The expansion of our relationship with The Beneficient Company Group is enabling GWGH to take our joint businesses to the next level and to introduce something truly special to the broker dealers and advisors that trust us take great care of their investors.”

GWG Holdings is the parent company of GWG Life, Life Epigenetics and YouSurance. The company provides liquidity to life insurance policy holders, owns a portfolio of alternative assets, and develops epigenetic technology for the life insurance and related industries. GWG Life owns a life insurance policy portfolio of \$2.1 billion in face value of policy benefits as of June 30, 2019. Life Epigenetics is working to commercialize epigenetic technology for the life insurance and related industries. YouSurance, a digital life insurance agency, is working to embed epigenetic testing into life insurance policies. GWGH also has a strategic investment in The Beneficient Company Group.

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