



EXECUTIVE FORUM '18

DEBATE. INCUBATE. ACCELERATE.

Salene Hitchcock-Gear
Prudential Advisors
President

Salene Hitchcock-Gear is president of Prudential Advisors, Prudential's national sales organization. Prudential Advisors is comprised of more than 3,000 financial professionals, fee-based financial planners, financial advisors, and field managers, and supported by several hundred home office associates. These individuals offer financial education, advice and guidance, as well as insurance and investment solutions, to clients in all 50 states. Prudential Advisors is a business unit of Prudential Financial, Inc. (NYSE: PRU).

Previously, she was chief operating officer of Prudential Advisors, responsible for Prudential Advisors' overall operational capacity and key functions, including compensation, recognition, practice building, planning & analysis, management information and systems, recruiting, professional development, marketing, customer alignment, and leads. She also was the liaison with Prudential's technology and business partners, with a focus on effective execution of technology initiatives.

Hitchcock-Gear is an experienced senior leader in the financial services industry and prior to re-joining Prudential Advisors, spent 17 years as president and CEO of Ameritas Investment Corp., and also as president and CEO of Acacia Life Insurance Company. Prior to that, she served as vice president of Strategic Initiatives and Financial Planning Products at Prudential, and earlier in her career, at MetLife, as senior estate, retirement and business consultant.

Hitchcock-Gear is active in the industry, as well as in business and community activities. She currently serves as a director on the Better Business Bureau of Metro Washington D.C.; director of City Year Washington D.C.; director of the Boys and Girls Clubs of Greater Washington; and is a member of the New York State Bar Association. She has also served on the Board and as a Trustee of The American College Foundation. And from 2007 to 2010, she served on the FINRA National Adjudicatory Council and was the chair of the Council in 2010. Also from 2009 to 2010, she was the Director of the Insurance Marketplace Standards Association and Leadership Washington in 2002.

Hitchcock-Gear has a bachelor's degree from the University of Michigan, a Juris Doctor degree from New York University School of Law, as well as FINRA Series 7 and 24 securities licenses.