



**Tom Faulconer,
J.D., CFP®, CASL, CLU, ChFC, CPCU**

**Professor, Risk Management and Insurance
Butler University
Indianapolis, Indiana**

Tom Faulconer is a clinical professor of risk management and insurance at Butler University in Indianapolis, Indiana. He began his career at Indiana Farm Bureau Insurance as advanced sales counsel, was promoted to manager of agent training, director of agent development, and was named senior vice president and chief marketing officer in 2010. While at Indiana Farm Bureau Insurance, in addition to continuing his legal work and education, Faulconer earned several professional designations including the Certified Financial Planner®, Chartered Life Underwriter, Chartered Financial Consultant, Chartered Advisor for Senior Living, and the Chartered Property and Casualty Underwriter. He also earned Series 6, 7, 63 and 26 securities registrations, served as the office of supervisory jurisdiction in Indiana for EquiTrust Marketing Services (broker-dealer) and introduced variable products to the company's field force. Faulconer's insurance training courses have been taken by hundreds of insurance professionals, and he has presented numerous continuing education courses. He is also the co-author of the Life and Health Essentials textbook published in 2022 by the National Alliance for Insurance Education and Research. Faulconer is a 1985 graduate of Butler University and a 1988 graduate of the Indiana University School of Law at Indianapolis.