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Schiedel Joins Life Insurance Concepts As Director Of Markets And Banking

Life Insurance Concepts (LIC), a Boca Raton-based company that is in the forefront of life insurance premium financing, wealth protection and wealth transference, has named Tom Schiedel as its director of markets and banking.



Tom Schiedel

Schiedel has a rich and diverse background in the consumer lending business and high net worth client advisory space. His initial responsibilities are to help LIC source the most attractive financing solutions and best pricing for agents and their clients. He will also assist LIC in its efforts to manage access to capital and capital flows.

"Moreover, I will play a critical role as the liaison between lenders, agents and their clients, and help manage these relationships," Schiedel added.

Ted Bernstein, LIC's co-founder and president, considers Schiedel to be a seasoned financial services executive. "He brings us 28 years of broad-based financial services experience with many large lending institutions," Bernstein said. "We're confident he will be a tremendous asset as more and more premium finance lenders are looking not only to the policy as a primary source of repayment, but to the borrower as well."

Prior to joining LIC, Schiedel was a regional managing director for Citibank Private Bank. In that capacity, he led the business efforts for three southeast regional offices (Atlanta, Miami and Palm Beach). The decade before joining Citi, Schiedel was senior vice president/managing director of Wachovia Bank's Wealth Management Group in Boca Raton.

"This depth of hands-on client management experience provides Tom with a unique understanding of the needs facing the high net worth senior market that is LIC's core market," Bernstein pointed out.

Earlier in his career, Schiedel held senior management positions for consumer and commercial loan production in Wachovia's Wealth Management Group, commercial underwriting for Capital Region (Baltimore/Washington, D.C.), and account officer roles covering commercial and health care-related clients.

Having worked predominantly for large companies in the past, he says he is now ecstatic to be applying his skills at an entrepreneurial company. "Here, I will have more direct involvement in the outcome of the business and be able to capitalize on a truly nimble, client-centric approach to the market," Schiedel said.

Having been involved in the lending environment for nearly three decades, and managing through several very difficult economic environments, Schiedel has learned that "out of chaos comes opportunity." Specifically, he believes that there are opportunities in the marketplace to extend the scope of LIC's services and he will be exploring these opportunities with the principals of the company.

"With the meltdown of the banks, boutique advisory companies like LIC are well-positioned to step in and grab market share by providing outstanding advisory service. And, it is the clients who have always been the focus of LIC's nationally recognized premium financing solutions," he concluded.

A native of Montgomery County, Md., Schiedel earned a Bachelor of Arts degree in economics from the University of Maryland.

The Boca Raton resident, who says he enjoys "putting my stamp on things," was nominated by the Florence Fuller Child Development Centers and became a finalist in the annual "Men with Caring Hearts" Volunteer Awards competition in Boca Raton in 2008. Honorees are chosen by nearly a dozen nonprofit organizations for their exceptional dedication of time, talent and resources to better support the community. Schiedel is also currently serving his second year as chairman of the Board of the Boca Raton branch of the YMCA.

Established in 2000, Life Insurance Concepts provides sophisticated, consumer-oriented life insurance products and services for high net worth individuals, families and businesses, with a specialty in "premium financing done right." Company principals – Simon Bernstein, Ted Bernstein and Bill Stansbury – have 100 years of collective industry experience.

For further information, visit www.LifeInsuranceConcepts.com or call (561) 988-8984 and ask for Jocelyn Johnson.