



December 21, 2022

President Joseph Biden  
The White House  
1600 Pennsylvania Ave., N.W.  
Washington, DC 20500

Dear Mr. President:

The National Association of Insurance and Financial Advisors (NAIFA) strongly supports the implementation of the National Association of Registered Agents and Brokers (NARAB) to promote economic growth by improving efficiency in the insurance agent licensing process. NAIFA proudly recommended Thomas L. McLeary, a licensed insurance professional with over 50 years of experience, in 2015 and stands by its recommendation to have him serve as an inaugural director on the NARAB Board of Directors. Mr. McLeary possesses diverse leadership and unique industry qualifications to bring about long-awaited streamlining to the multi-state licensing process. Currently, he is securities licensed in two states and insurance licensed in five states. He holds FINRA Series 6 and Series 63 registrations.

Mr. McLeary began his career at Prudential Insurance Company of America in 1965 after graduating from the University of Illinois at Urbana-Champaign. After a successful thirteen-year career with Prudential, he founded Endow, Inc. where he still serves as President. In February of this year, he formed an additional business, ONYX Wealth Group, LLC. Endow and ONYX specialize in insurance planning for a diverse clientele.

Mr. McLeary was the first African-American elected President of both the Illinois Association of Life Underwriters and the Chicago Association of Life Underwriters. Additionally, he is one of only seven individuals awarded both "The Distinguished Service Award" and the "The Heubner Scholar" award, the highest honors of the Chicago Association of Life Underwriters and the Chicago Chapter of Chartered Life Underwriters (CLU) and Chartered Financial Consultants (ChFC), respectively.

He served on the Board of Directors of the National Association of Insurance and Financial Advisors (NAIFA) for four years. As a Board member, he worked collaboratively to promote a positive legislative and regulatory insurance environment for NAIFA's members.



In addition to Mr. McLeary's documented professional achievements, he has strong character and judgment. The NARAB Board would benefit from his dedication to the industry, his personal licensing experience, and his professional service in providing consumers access to insurance solutions.

NAIFA encourages the implementation of NARAB through the nomination of individuals to serve on the NARAB Board of Directors and appreciates your consideration of Thomas L. McLeary.

Sincerely,

A handwritten signature in black ink, appearing to read "Lawrence Holzberg". The signature is written in a cursive, flowing style.

Lawrence Holzberg, LUTCF, LACP  
President  
National Association of Insurance and Financial Advisors



## **Thomas L. McLeary**

Endow Inc., President

ONYX Wealth Group, Co-Founder

### **ACCOMPLISHMENTS**

- NAIFA, Board of Directors (1996-1999)
- Prudential Insurance, National Pension Advisory Board, (1979-1980)
- Chicago Association of Life Underwriters, President (1981-1982)
- Illinois Association of Life Underwriters, President (1991-1992)

### **SPECIAL HONORS**

- Heubner Scholar Award (1996)
- Distinguished Service Award (1987)
- Agent of the Year, Hyde Park Agency (1975-1977)
- President's Citation Winner (1975-1977)
- Million Dollar Round Table
- Top of the Table

### **COMMUNITY INVOLVEMENT**

- Chicago Minority Business Development Council, Executive Committee Member
- Lincoln Park Zoo, Board Member
- True Star Foundation, Board Member
- Chicago Girl Scout Council, Former Board Member
- National Minority Business Development Council, Former Board Member
- American College, Former Board Member

### **INSURANCE QUALIFICATIONS**

- Chartered Life Underwriter
- Advanced Studies in Financial Sciences, American College

### **EDUCATION**

- Bachelor of Arts, University of Illinois at Urbana-Champaign



**THOMAS L. MCLEARY, CLU**  
**Endow, Inc., President**  
**ONYX Wealth Group, Co-Founder**  
**309 W Washington St Ste 200**  
**Chicago, Illinois 60606-3225**  
**312-499-9800 [tmcleary@endowinc.com](mailto:tmcleary@endowinc.com)**

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Thomas L. McLeary, CLU is President of Endow, Incorporated, a multi-lines insurance services company that he co-founded in 1978. The firm specializes in insurance planning and benefits management for a client base that includes public entities, small and large private corporations, and individuals with large net worth.

Prior to founding Endow, Incorporated, McLeary was a successful agent and sales manager for Prudential Insurance Company of America. During his 13-year career with Prudential, he was a consistent multi-million dollar producer and for several years served on the company's National Pension Advisory Board. While at Prudential, he earned numerous insurance industry and company awards, including being named three years consecutively, 1975-1977, Hyde Park Agency's "Agent of the Year" and President's Citation Winner.

A recognized leader and contributor to his profession, McLeary has been a Million Dollar Round Table member for over 30 years and a member of Top of the Table. He became the first African American to be elected president of the Chicago Association and the Illinois Association of Life Underwriters. For his years of outstanding contributions, in 1987 he received the Chicago Association's highest honor, "The Distinguished Service Award". In 1996, he received the Chicago Chapter of CLU and ChFC highest award "The Heubner Scholar". In 2022 he received the Distinguished Service Award from NAIFA Illinois. He served 4 years on the Board of Directors of the 80,000-member National Association of Life Underwriters, now NAIFA. In recognition of his knowledge and accomplishments in the insurance industry, McLeary is often invited by insurance companies and associations to speak on the areas of his expertise; financial, pension and estate planning for the professional, and employee benefit planning for corporations.

He also contributes generously to his community by serving on the Executive Committee of the Chicago Minority Supplier Development Council and has chaired the Steering Committee of its 900 minority firms. He currently serves on the Board of True Star Foundation, and Lincoln Park Zoo. He has served on the Boards of the Chicago Girl Scout Council, the National Minority Business Development Council, and the American College in Bryn Mawr, PA. In 2021 he became the first African American elected as a Life Trustee at Lincoln Park Zoo. Tom was honored by President Obama with his nomination to the Inaugural Board of the National Association of Registered Agents and Brokers.

McLeary is a graduate of the University of Illinois at Champaign Urbana and has received the Chartered Life Underwriter distinction from The American College, Bryn Mawr, Pennsylvania.