
Lincoln Financial expands DC wholesale effort

By Editor Test *Wed, Mar 2, 2011*

Douglas Harding and Troy Jackson have joined Lincoln Financial Distributors as regional sales directors.

Lincoln Financial Distributors, the wholesale distribution unit of Lincoln Financial Group, has added Douglas Harding and Troy Jackson as regional sales directors on its Defined Contribution / 401(k) Intermediary team.

Harding and Jackson will report to Jim McCrory, divisional sales manager for the Defined Contribution / Intermediary 401(k) team.

Jackson has nearly 30 years retirement sales experience in the financial services industry. Prior to joining LFD, he was a pension consultant for The Standard, in Raleigh, N.C. He has also held retirement sales positions with Principal Financial Group and Integon Insurance Corp.

He earned a bachelor of arts degree in history from Wake Forest University, in 1982 and holds FINRA security registrations 7, 24, 63 and 66.

Harding has 20 years experience in the sales and financial services industries. Prior to joining LFD, he was a regional sales representative for Guardian. He has also served in retirement sales capacities at Pacific Life and Mutual of New York/Metropolitan Life Insurance.

He holds FINRA security registrations 6 and 63.