



## Robert Nourse

*National Sales Director*

*The Retirement Plan Company*

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Robert Nourse joined The Retirement Plan Company (TRPC), a U.S. Employee Benefits Services Group (USEBSG) member firm, in February 2018 as their Director where he is responsible for building and managing the sales team and opening new distribution channels.

Rob started his career as a financial advisor with Mutual Benefit Life in 1985 after graduating from Xavier University. Once his practice started focusing on qualified retirement plans, he founded American Retirement Plan Services, Inc. (ARPS), a third-party pension administration firm in 1990. He sold ARPS in 1994 to become the original retirement plan wholesaler for The Guardian Life Insurance Company in the Ohio Valley. While at Guardian, he was consistently one of the "Top 3" wholesalers and built their largest TPA network. In 1999 he was promoted to the National Pension Consultant role, mentoring wholesalers in 25 states.

In 2003 Rob became Vice President and Senior Relationship Manager at Nationwide Financial, working with many of Nationwide's largest broker/dealer relationships. He joined Mutual of Omaha in 2012 in a business development role, helping build the National Accounts team, Agency Distribution and the TPA channel.

Rob lives in Cincinnati with his wife and children.