

IRI 20 IN 21



Paula Nelson

*Co-Head & Managing Director
Individual Markets*

GLOBAL ATLANTIC FINANCIAL COMPANY

Treasurer & Secretary
IRI BOARD OF DIRECTORS

Paula Nelson, Co-Head Individual Markets, is responsible for the organization's life and annuity business. She joined Global Atlantic in 2010 to lead the organization's annuity distribution organization. She later assumed the role of President of Retirement for Global Atlantic, responsible for the organization's overall annuity business.

Paula has more than 35 years of experience in the financial services industry. She is on the Executive Board for the Insured Retirement Institute and the CEO Steering Committee on Consumer Issues for the ACLI, two of the industry's leading trade organizations.

Prior to working at Global Atlantic, Paula served as Chief Executive Officer and President of Transamerica Capital, Inc., a leading wholesale broker/dealer.

Paula is a graduate of the University of Minnesota. She is Series 6, 26 and 63 FINRA registered and holds a life and health insurance license in Minnesota.