



## Salvatore M. Capizzi Chief Sales & Marketing Officer

Salvatore M. Capizzi is Chief Sales & Marketing Officer of Dunham & Associates Investment Counsel, Inc. (Dunham). Sal is a seasoned industry veteran with over 30 years of financial services experience. He possesses a wealth of expertise in global sales and distribution leadership, marketing, business development and strategic planning. Sal also has substantial experience establishing startups and reengineering companies. He has consistently demonstrated his ability to develop and implement highly successful sales and marketing plans that have dramatically increased assets under management, and has identified and developed distribution channels that have substantially contributed to net income.

Prior to joining Dunham & Associates, Sal served as CEO/Global Wealth Management for ThomasLloyd Group, where he was responsible for establishing sales and distribution in Europe and the Americas. He has also served in executive capacities with New York Life Investment Management, BlackRock Funds, Chase Manhattan Bank, and Shearson Lehman Brothers. At BlackRock, he served as Executive Vice President/Managing Director and was responsible for the startup and prominent growth of their mutual fund business. He is credited with developing the retail distribution platform there and substantially growing the complex during his eight-year tenure.

Sal received a B.A. in History from Baruch College and holds FINRA Series 6, 7, 22, 24 and 63 registrations.

### At a Glance

- ✓ Chief Sales & Marketing Officer
- ✓ Prior to joining Dunham in 2008, was CEO/Global Wealth Manager for Thomas Lloyd Group
- ✓ Developed BlackRock's Retail Distribution Platform
- ✓ Holds FINRA Series 6, 7, 22,

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## About Dunham & Associates

In 1985, Jeffrey Dunham founded Dunham with the uncommon idea that fees paid by clients should be tied, in some way, to the performance of the investments they own. Today, Dunham and Dunham Trust have grown to become a multi-billion dollar firm, but we are still driven by the values of fairness and accountability that Jeffrey envisioned more than three decades ago.