



THOMAS J PICONE

Tom brings to Tri-State Financial an outstanding history of achievement and a knack for knowing the future.

In 1987, Tom took his first position in the financial services industry. As an agent for the Equitable, Tom was consistently awarded honors for top-level performance including National Leader, President Cabinet, and Legion of Honor.

In 1993, Tom was a founding partner of Scher Financial Group. The task of starting a business is not for the idle. It takes vision and constant vigilance. Tom's accomplishments ranged from authoring a strategic business plan, to building the Organization's infrastructure, to recruiting and training dynamic individuals.

Tom started Tri-State Financial, Inc. in 1996. Today, as owner and president he manages all aspects of the business. That's no small challenge with more than 40 associates and over 1,000 companies and individuals as clients.



Tom has also achieved PMLA and Top 50 status. Along with all the honors, recognition, and career milestones, Tom brings to his organization an appreciation for the power of technology. He understands the limitless resources provided by the Internet and helps his clients leverage its potential to their advantage.

Tri-State Financial, Inc.

303 South Broadway #410, Tarrytown, NY 10591, 914-631-4500

Fax 914-332-1265, Email tjp@tsfinc.com