



## **Denny Tsai, M. Sc.**

Insurance Sales Director, Asian Markets Division

Denny joined Equitable in May 2024 as a Director in the Individual Insurance Sales Division. He has over 14 years of wholesaling experience in the financial services industry. Denny is passionate about helping financial advisors discover opportunities and build strategies to develop their business.

Denny incorporates his extensive experiences, industry knowledge, and technical skills to find solutions for advisors and clients. He understands the importance of collaboration, partnering with financial professionals at Equitable to provide productive sales support. He is reliable, dependable, and trustworthy.

Denny received his Master of Science degree from Lawrence Technological University, Southfield, Michigan, USA in 2001. He worked in the IT industry for 4 years before switching to his career in the financial industry. He started out as a financial advisor, and then transitioned into his wholesaling career with a multi-national Canadian insurer for 14 years.

Denny and his family live in beautiful British Columbia. In his leisure time, he enjoys camping, photography, and exploring nature. Denny is multi-lingual, fluent in English, Mandarin, and Taiwanese.