



Tom Dolatowski

Vice President, Business Development

Delta Dental Plans Association

Tom Dolatowski is the vice president of business development for Delta Dental Plans Association (DDPA). Tom and his staff are responsible for monitoring marketplace trends and implementing programs and strategies to enhance DDPA's position as the nation's premier dental benefits administrator. Tom also oversees dental product development and provides sales and marketing support for Delta Dental national accounts.

Tom has had over thirty years of experience as a sales and marketing executive with major group insurance carriers and as a welfare benefits consultant. Prior to joining DDPA, Tom was a senior benefits consultant and vice president at Kennedy Consulting Group, an independent firm that provided counsel on welfare benefit plans to large and mid-sized employers. He has also held the positions of regional vice president of sales and service for the Transamerica Insurance Company and regional vice president of marketing for John Hancock Insurance Company.