



DAN SMITH, B.B.A. '89
Chair

Mortgage veteran and serial entrepreneur Daniel R. (Dan) Smith is president of First Community Mortgage. Based outside of Nashville in Murfreesboro, Tennessee, FCM is a full-service residential mortgage lender that originates mortgages in 46 states and funded over \$3.5 billion in home loans in 2020.

Prior to FCM, Smith, a nationally recognized mortgage industry leader and sales solutions expert, was president of mortgage for National Bank of Commerce, now part of

South State Bank. He co-founded Atlanta-based PrivatePlus Mortgage, a division of Private Bank of Buckhead, which was recognized as one of the nation's fastest-growing businesses and named to the 2016 *Inc.* 5000.

Smith has grown multiple companies with annual origination volumes ranging from \$500 million to \$6 billion. He is chairman, and was principal investor, of Insite Managed Solutions, which provides Sigma-based analytics strategies, training, and consulting services to Fortune 100 and Fortune 500 companies.

A graduate of the University of Miami Patti and Allan Herbert Business School with a Bachelor of Business Administration in marketing, Smith has served on the school's Board of Overseers and on the advisory board for The Launch Pad, a collaboration between the University, Blackstone Charitable Foundation, and The Kauffman Group that promotes entrepreneurship for students and alumni. He is also an Aspen Institute Leadership Moderator and member of The Aspen Institute's 2012 Class of Henry Crown Fellows, and served on the advisory board of Junior Achievement of Georgia.