



GWG Expands Business Development Team

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Highly regarded industry veterans return to GWG with focus on adding Broker-Dealers to alternative investment platform and increasing number of Appointed Agents

MINNEAPOLIS, May 05, 2016 (GLOBE NEWSWIRE) -- GWG Holdings, Inc. (GWG) (Nasdaq:GWGH), a specialty finance company and a leader in the secondary market for life insurance, today announced the creation of a national key accounts and business development team.

"GWG is fully committed to increasing the number of Broker-Dealers and RIAs who sell our investment products," said GWG Executive Vice President, Mark Petersen. "Growing sales is a top priority for us, and we are excited to attract some of the industry's most highly regarded talent to further develop Key Accounts and Business Development."

Merriah Harkins Returns as Head of Business Development

GWG is excited that Merriah Harkins has rejoined the Company as Head of Business Development. She will focus on expanding the foundation of Broker-Dealers and Registered Investment Advisors she built at GWG during her 2011-2013 tenure.

"It is such an honor to come back to GWG and contribute to the ongoing success of the Company," said Harkins. "I look forward to driving an increase in the number of Broker-Dealers and Registered Investment Advisors who partner with GWG and to renewing my connections in the investment community."

Harkins was previously a sales management consultant with Peak Advisory Alliance, one of the nation's leading advisor education platforms. She has spent 15 years in executive leadership positions within the financial services industry, and is recognized for her sales leadership and business development skills. Harkins has also successfully led sponsors of alternative investment programs. Most recently, she founded and successfully ran the luxury travel loyalty business trvlvip.com.

Matthew Paine Returns as Senior Vice President – Head of Key Accounts and Appointed Agent Sales

Matthew Paine has also rejoined GWG, returning as Sr. Vice President – Head of Key Accounts and Appointed Agent Sales. Paine's focus is GWG MCA Capital, Inc. as well as the Appointed Agent Program for the Company's selling group. The Appointed Agent program supports the policy sourcing efforts of financial advisors by providing exclusive access to training, marketing, and compliance protections.

Alongside Harkins, Paine developed GWG's business foundation from 2008-2013. He was primarily responsible for product development and the distribution of GWG investment products. Prior to rejoining GWG, Paine served as Senior Managing Director, Syndicate and Wholesale Services, for Arque Capital, Ltd. He also previously served as a Financial Consultant and Director of Marketing for AXA Advisors.

Jason Plucinak Named Senior Vice President – Business Development

Jason Plucinak has been at GWG since 2007, and has now accepted the role of Senior Vice President – Business Development.

Plucinak's successful history with GWG has included a number of key leadership positions within the Company. His broad range of knowledge and experience extends to investment wholesaling as well as life insurance policy sourcing. In addition, Plucinak has continually nurtured strong relationships with Broker-Dealers and Advisors in the alternative investment community, making him very well suited for his new role.

Industry Experience and Commitment

"We are thrilled to have Merriah Harkins and Matt Paine return to the Company," said GWG CEO Jon Sabes. "It's exciting to have this successful team working together again, especially now that GWG is ready to bring our story to a much wider audience. I wholeheartedly believe their passion and commitment will resonate well with BDs, Advisors, and RIAs, and we look forward to sharing the opportunity of our investment products and our Appointed Agent Program with them."

About GWG Holdings, Inc.

GWG Holdings, Inc. (NASDAQ:GWGH) is a specialty finance company and a leader in the secondary market for life insurance. GWG is dedicated to creating a vibrant secondary life insurance market for the economic benefit of seniors seeking post-retirement financial solutions, investors seeking yield derived from non-correlated assets, financial advisors seeking value-added products and services for their clients, and shareholders seeking to benefit from the growth of this marketplace. As of March 31, 2016, GWG's growing portfolio consisted of over \$1.0 billion in face value of benefits. Since 2006, GWG has purchased nearly \$2 billion in life insurance policy benefits and paid seniors over \$335 million for their policies. For more information about GWG Holdings, email info@gwqlife.com or visit www.gwqlife.com.

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