



Dan Deegan
Managing Director
Head of Market Expansion

Dan Deegan is head of Market Expansion for the Consumer Bank, responsible for planning and executing entry of Chase's retail branches into 15-20 new U.S. markets. Over the next several years, the bank plans to open 400 branches and hire as many as 3,000 in these new markets – where there is approximately \$1 trillion in market opportunity.

Chase's Market Expansion initiative is part of the firm's \$200 billion, five-year investment in the business and local economic growth. Dan and his team are identifying branch locations, engaging the community in decision-making and hiring top-talent for branch teams.

Dan is driving market expansion efforts across all of the firm's functions – including coordinating with Market Leadership Teams – to develop specific plans for each region for review by the Operating Committee. Dan works closely with colleagues in Corporate Responsibility, Chase Wealth Management, Human Resources, Marketing, Real Estate and Technology to ensure that efforts are consistent, coordinated and localized.

As of December 2019, Chase has opened 84 branches across 16 new states and districts across New England, the Mid-Atlantic, Philadelphia, Delaware and Southern New Jersey as well as nine top U.S. markets, including: Charlotte, N.C.; Raleigh, N.C.; Greenville, S.C.; Kansas City, Kan.; Minneapolis, Minn.; Nashville, Tenn.; Pittsburgh, Penn.; Providence, R.I.; and St. Louis, Mo.

We also opened in new locations close to large universities, including Auburn University in Auburn, Ala., and the University of Nebraska in Lincoln, Neb., with plans to expand into these states more broadly in 2020.

In Dan's previous role as the Head of National Sales & Support he was responsible for all Consumer Bank sales behaviors, including: Sales Training, Communication, Customer Experience, Strategy and Field Incentive Planning. He was also responsible for Chase Wealth Management Field Support, which included Investment Product Sales, Chase Wealth Management Wealth Advisory, International Financial Services/Chase Investments Direct-Advice and Regional Business Operations.

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