



Robert G. Sher, CPA, CLU, ChFC, CLTC *Associate Managing Partner*

Bob was a Managing Partner for John Hancock for 21 years. During that time, he has consistently been one of JHFN's top 5 brokerage agencies with a focus on Long Term Care and Life Insurance. Bob has attained MDRT Court of the Table and has continued to build his personal practice utilizing his extensive experience in underwriting, estate planning strategies, retirement planning, and long term care insurance and wealth management strategies.

Bob graduated from NYU with a degree in accounting in 1973 and began a career with the firm of Ernst and Young, at that time the largest firm in New York City. In 1977 he joined David Schwartz in a firm which specialized in accounting, tax, and consulting for General Agents. In 1981 he became the managing partner of the firm. While working as a CPA, he represented some of the legends in the insurance industry nationwide with a focus on maximizing the profitability of each client.

In 1991, Bob earned his CLU and ChFC designations and began his career in the insurance and investment fields and qualified for MDRT immediately while with Penn Mutual and State Mutual.

In 1993 Bob joined JHFN as a Co-General Agent in the Borough Park Office which quickly became one of the leading Life Insurance Agencies in the firm. Bob agreed to become the General Agent of the Sher Agency in New York in 1997 and ultimately moved to Rockville Centre. The Sher Agency merged with Lighthouse Financial Network in 2011.

The addition of Bob Sher to Lighthouse Financial Network LLC provides a proven, successful management team with over 50 years of combined brokerage and underwriting experience dedicated to the success of John Hancock agents and brokers.

Bob has received the National Management Award from GAMA for 17 consecutive years and is a member of GAMA, NAIFA, SFCP, and AICPA.

- ◇ WEALTH MANAGEMENT
- ◇ INSURANCE PROTECTION
- ◇ COMPENSATION DESIGN
- ◇ ESTATE PLANNING STRATEGY
- ◇ RETIREMENT PLANNING
- ◇ BUSINESS PLANNING
- ◇ BUSINESS SUCCESSION STRATEGIES

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