LIGHTHOUSE
FINANCIAL NETWORK, LLC
Lighting the way to a secure financial future

Robert A. DeSanto

Investment Advisor Representative

Robert A. DeSanto, Senior Associate, represents a unique class of financial service professionals. For more than four decades, Bob has enjoyed the reputation as mentor and consummate industry professional. With wisdom and experience in many disciplines, he has maintained an innate intimacy with his clients assuring them of continuous support, advice and service. Specializing in a combination of wealth strategies including needs analysis and retirement planning, he utilizes a vast network of products to build solid financial foundations.

Since the early days of his career, Bob has demonstrated a keen understanding of how to best serve his clients: individuals, families and business owners alike, who turn to him for guidance, again and again. The litmus test is not in the number of clients he has gained over the years but in the inherent trust of the clients retained. This was never more evident than in today's fast-paced, immediate gratification world, where the traditional values are the mainstay of this business: a calming voice on the other end of the phone, accurate and swift answers to questions, attention to detail and most importantly, sympathy and concern when faced with a bereft spouse. These are the characteristics that speak volumes distinguishing him from his peers.

Throughout Bob's tenure in the financial services industry, he has provided sound retirement planning, long term wealth solutions and financial needs analysis. In developing the most efficient strategy possible, Bob will often consult the attorney, accountant, and other professionals as is warranted to achieve an optimal strategy consistent with the clients' long-term objectives. Additionally, when appropriate, the strategy will call for the use of a particular insurance product to properly fund the strategy and fulfill the need.

While technology has provided extensive up- to – the minute information, maintaining a pulse on the industry as well as the health of the financial landscape remains the cornerstone of Bob's philosophy. Using this knowledge, he is able to work with clients in varying life stages to determine the most appropriate solutions when considering retirement, estate conservation, education funding, wealth protection and risk tolerances.

Recognized year – over – year as a top professional in the industry by his peers, Bob is equally gratified to be a senior member of the team at Lighthouse Financial Network, LLC. In past years he has also been a trainer for the Career Development Department. In both roles, he is a contributing factor to the success of the firm, mentoring the newer associates and providing insights to even the most seasoned financial veterans.

Bob lives with his wife Regina, in Western Suffolk County. He enjoys spending time with his granddaughters, Gabrielle and Rebecca. His hobbies include attending classic car shows as well as tinkering with his prized 1952 classic car.

- Wealth Management
- Insurance Protection
- Compensation Design
- Estate Planning Strategy
- Retirement Planning
- Business Planning
- Business Succession Strategies

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