

CRAIN'S

NEW YORK BUSINESS®

VOL. XXIX, NO. 39

WWW.CRAINSNEWYORK.COM

SEPTEMBER 30-OCTOBER 6, 2013

BUSINESS PEOPLE

CORPORATE LADDER

BREAKING BARRIERS AT GUARDIAN LIFE

SNAGGING THE TITLE of top earner at the Guardian Life Insurance Co. usually takes decades, but Michele Fine did it in a dozen years, becoming the

first female financial representative to take the honor as an agent of the 153-year-old Fortune 300 firm.

“I wasn’t on some mission to be No. 1; **I’m on a mission to give my best,**” said Ms. Fine, 43. “I never saw being a woman as an obstacle, but the fact that I am the first woman to achieve this honor is very interesting, and I think it’s great to be an inspiration and role model for women. Whatever glass ceiling was there, I have broken it.”

Ms. Fine has been **buoyed by the fact that more women are in control of wealth management decisions later in life.** “Seventy percent of women will fire their financial adviser within a year of their husband’s death,” said Michael Ferik, senior vice president and head of individual life. “Women are increasingly the financial decision makers.”

Ms. Fine also established her own firm, launching Cornerstone Wealth Advisory LLC, in August.

—EVA SAVIANO



Michele Fine is a Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS), supervised from 800 Westchester Avenue, Suite N409, Rye Brook, New York, 10573. Securities products/services and advisory services are offered through PAS, a registered broker/dealer and investment advisor, 1-914-288-8800. Field Representative of The Guardian Life Insurance Company of America (Guardian), New York, NY. PAS is an indirect, wholly owned subsidiary of The Guardian Life Insurance Company of America. Strategies for Wealth is not an affiliate or subsidiary of PAS or Guardian.

PAS is a member FINRA, SIPC