PLAN
PROFESSIONAL LIFE ADVISORS NETWORK

Gregory Mack

Region Focus: Upstate NY

Background & Experience

Gregory Mack is a highly accomplished senior executive and sales leader, with a wealth of experience in the financial services industry. As a member of PLAN, he specializes in working with financial advisors to effectively manage, protect, and grow their clients' portfolio. Driving sales, conducting market research, managing customer relationships, and ensuring overall customer satisfaction.

Previously as the Chief Distribution Officer for Highland Capital Brokerage, Greg led all life, disability, hybrid, and long-term care sales in the United States and abroad. Prior to that, Gregory served as the Senior Vice President of US and Bermuda Life Sales for John Hancock Life Insurance Company for 20 years. In this role, he oversaw all life and long-term care insurance sales, both domestically and internationally. His leadership and guidance contributed to the growth and success of over 800 accounts and a team of 110 employees.

Before his corporate roles, Greg excelled as an independent agent, pioneering the sale of life insurance in financial instiutions. Additionally, he hosted and produced a daily radio show on financial planning for three years, establishing himself as an industry expert. Gregory is a sought-after speaker and has been featured at numerous industry meetings and events, including AALU.

Certifications

- Series, 6, 26, & 63