



## NORTHEAST BROKERAGE

*Life | Annuity | LTC | DI*



### Rich Connolly, ChFC, CLU, CSA

Partner, Sales Vice President

610.279.7615 (direct)

610.246.0438 (cell)

[rconnolly@nb-bga.com](mailto:rconnolly@nb-bga.com)

Rich Connolly began his insurance career in 1989 with MassMutual in Philadelphia, PA. Prior to his insurance career, Rich was employed by several healthcare management companies in capacities that included Corporate Training Director and Vice President of Sales and Marketing. In 1997 he was employed by CNA as a sales and marketing representative to property and casualty, life and health agencies, and wealth advisory firms with a concentration in business succession planning, estate planning, and long-term care planning and solutions. As a founding partner of Northeast Brokerage, Inc. in 2004, Rich continues to serve independent agencies that require either training, sales support, or marketing assistance.

#### Education and Licenses

After obtaining a B.A. in Business Administration from St. Bernard College in Cullman, Alabama, he went on to complete his graduate degree in Human Resource Development and Training and as a result

of his further education and experience working with national healthcare companies, was a nationally recognized public speaker and consultant to managers and executives in imparting management-skill training and development. As an insurance professional, Rich has earned the Chartered Financial Consultant, Chartered Life Underwriter, and Certified Senior Advisor designations.

#### Personal Statement

To further round out his life experience and background, Rich served in several municipal government roles, such as school board director and treasurer for his church. Happily married to Jill for thirty years, Rich is the proud father of three sons and the very proud grandfather of seven girls. His dedication as an insurance professional who always puts the needs of clients first and foremost as well as the agents he works with is readily apparent to everyone he meets.