



Pentegra Strengthens its Sales Force with Two New Hires

White Plains, NY, July 9, 2020 — Today, Pentegra Retirement Services announced that Rob Fiorentino and Brian Lynch have joined the organization as Head of the Internal Sales Team and as Regional Director Mid-Atlantic, respectively. Both will report to Vice President/National Sales Director John Schafer.

Mr. Fiorentino spent over the last 20 years with AllianceBernstein Investments in various roles. Most recently, he was VP/Director Sales Development Manager for U.S. Retail. He earned his AAS Degree in Business Administration from County College of Morris. His professional licenses include FINRA Series 7 and 63 and he holds the CRPC (Chartered Retirement Planning Counselor) designation.

"Beyond his highly respected tenure at AllianceBernstein, Rob brings us the critical skill of consultative selling," Schafer said. "He will help direct our efforts to further imbed these skills to all of our client-facing teams."

Mr. Lynch spent the last few years with Franklin Templeton Investments as a Strategic Account Manager. Prior to that he was a Client Advisor with J.P Morgan, and Regional Sales Manager at AllianceBernstein. Lynch earned his BA Degree in Economics from University of Maryland. His professional licenses include FINRA Series 7, 63 and 24.

"Brian brings unique skills and contacts with the Specialist DC Advisors and teams in the Mid-Atlantic, plus a great list of national accounts relationships," Schafer remarked.

About Pentegra

Pentegra is a leading provider of retirement plan and fiduciary outsourcing solutions to organizations nationwide. Founded by the Federal Home Loan Bank System in 1943, Pentegra offers a broad array of qualified and non-qualified retirement plan solutions, TPA services and benefits financing solutions using BOLI. In addition, Pentegra, through Pentegra Investors, Inc., also serves the needs of institutional investors, offering partial or complete investment outsourcing capabilities. For more information, go to www.pentegra.com.

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