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BOSTON MUTUAL LIFE INSURANCE COMPANY EXPANDS DISTRIBUTION TEAM WITH TWO NEW SENIOR REGIONAL SALES DIRECTORS

Lesley Schafer and Brendan Sharpe will oversee sales and support in Central and Tri-State regions of the US

Canton, Mass. – (January 29, 2019) – Boston Mutual Life Insurance Company, a national provider of [insurance solutions for individuals and at the workplace](#), today announced that Lesley Schafer and Brendan Sharpe have been appointed Senior Regional Sales Directors for the life insurance carrier. Ms. Schafer will oversee the Central region, covering Michigan, Ohio, Indiana, Kentucky, and Western Pennsylvania. Mr. Sharpe will oversee the Tri-State region, covering Southern New York State, New York City, Long Island, New Jersey, and Eastern Pennsylvania.* Both will be responsible for driving sales and managing producer relationships and activity in their respective territories.

“As we build out our strong foundation of talented regional directors, we continue to grow our sales team with experienced personnel,” said Jim Jacobsen, Executive Vice President of Distribution at Boston Mutual Life Insurance Company. “Both Lesley and Brendan have extensive backgrounds in sales and employee benefits, which will aid in driving our ongoing collective success as we head further into 2019.”

Ms. Schafer will be a key asset to the sales team, bringing long-term voluntary benefits experience and strong speaking engagement expertise. She most recently was Regional Sales Manager and Sales Consultant at Allstate Benefits, with a focus on voluntary benefits. Prior to joining Allstate Benefits, she served as a life and health sales executive at Warner Pacific Insurance Agency and Michigan Planners, Inc., and as a benefits administrator at Infinisource. Her speaking engagement experience includes both national and regional seminars and webinars focused on federal health care regulation. She earned a bachelor’s degree in business communications from Tri-State University in Angola, Indiana.

With more than 25 years in the financial and insurance industries, Mr. Sharpe's experience with several employee benefit companies will help drive sales support and expansion efforts in the Tri-State region, both for Boston Mutual and its subsidiary, Life Insurance Company of Boston & New York. Most recently, Mr. Sharpe was the Core Market Sales Representative and the National Sales Consultant for Specialty Markets at Guardian Life Insurance Company. In this position, Mr. Sharpe was responsible for a wide range of products, including life, critical illness, disability, dental, and hospital indemnity. Prior to Guardian, he was at Prudential Financial, UNUMProvident, Shevlin Financial Group, and Thomas James Associates. He holds a bachelor's degree in economics from Ursinus College in Collegeville, Pennsylvania.

About Boston Mutual Life Insurance Company

Boston Mutual Life Insurance Company is a national insurance carrier providing flexible insurance products for working Americans in the private and public sectors. Boston Mutual offers a range of insurance coverage options for both individuals and employers, with a product portfolio that includes life, critical illness, disability, and accident insurance coverage. Founded in 1891, the company, which is headquartered in Canton, Massachusetts, has enjoyed a long history of financial strength and stability. For more information, please visit www.bostonmutual.com or follow the company on Facebook ([/BostonMutualLifeIns](https://www.facebook.com/BostonMutualLifeIns)) or LinkedIn ([/company/boston-mutual-life-insurance](https://www.linkedin.com/company/boston-mutual-life-insurance)).

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*Products are sold in New York under Boston Mutual Life Insurance Company's subsidiary, Life Insurance Company of Boston & New York.

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