Retirement Income
JOURNAL

Seven more B-Ds to offer Allianz Retirement Pro VA

By Editor Test *Wed, May 4, 2011*

The insurer has also added to the team supporting the product, led by Corey Walther, Head of Investment Relations and Fee-Based Distribution for Allianz Life Financial Services, LLC.

Seven new broker/dealers have added the Allianz Retirement Pro Variable Annuity to their fee-based advisory platforms, Allianz Life Insurance Co. of North America announced.

The seven are Cambridge Investments, Advisor Group (representing Royal Alliance, SagePoint and FSC Securities), Commonwealth Financial Network and Valmark Securities. In the past, the product was available only through LPL Financial.

In addition, Allianz Life has added to the team supporting the product, led by Corey Walther, Head of Investment Relations and Fee-Based Distribution for Allianz Life Financial Services, LLC.

Since the end of January, Walther has partnered with Allianz Life's Broker/Dealer Relationship Management Team to bring additional broker/dealers on board. Walther has also recruited professionals with wealth management experience to educate advisors about Retirement Pro. Recent additions include:

- Jay Rosoff – Formerly with Allianz Global Investors, Rosoff will be responsible for the Northeast region.
- Ryan Hurley – Most recently a Regional Vice President for Allianz Life, Hurley will be responsible for the West region.
- Mike Nicola – Formerly a Senior Vice President of Fund Partner Relations for Allianz Life, Nicola will be responsible for the Central region.

Positions are currently being finalized for the Great Lakes and Southeast regions.