

ROBERT W. CHESNER, JR.

Bob Chesner leads the firm's insurance practice. In that role, he assists high net worth individuals and family offices in the design and implementation of domestic and offshore life insurance and annuity structures, consults on their property and liability needs, and oversees the marketing and development of the firm's insurance practice. Mr. Chesner also serves as President of Edgewater Consulting Group, Ltd, a GSBT affiliate that provides a comprehensive service platform to insurance professionals in the private placement life and annuity marketplace. He also is a frequent speaker on life insurance matters and is quoted regularly in major financial publications. Prior to joining GSBT, Mr. Chesner was Vice President of AIG Global High Net Worth Markets, a division of AIG Worldwide Life Insurance and subsidiary of American International Group, Inc. (AIG). Mr. Chesner directed global distribution and marketing activities in the high net worth marketplace for AIG and managed its COLI/BOLI market strategy, implementation, product development, and marketing. He also served as chief marketing officer of AIG Life of Bermuda, Ltd and AIG Worldwide Insurance Company of Bermuda, Ltd. Mr. Chesner began his career as a manager at KPMG Peat Marwick, working exclusively in the insurance industry. He also served as a COLI marketing specialist for New York Life.

Education

Providence College (B.S., Accounting, 1989)

Professional Affiliations

Association for Advanced Life Underwriting
National Association of Insurance and Financial Advisors (NAIFA)
Financial Industry Regulatory Authority (FINRA) security licenses Series 6, 7, and 63

Previous Experience

American International Group, Inc. Vice President – Global Affluent & Corporate Markets Group Chief Marketing Officer – AIG Life of Bermuda, Ltd.	October 1997 – February 2007 Houston, TX
Director, Marketing – Corporate Markets Group	December 1998 – December 1999 Houston, TX
Director, Business Development, American General Life	October 1997 – December 1998 Houston, TX
Director of Operations, Templeton American General Life of Bermuda	Hamilton, Bermuda
New York Life Insurance Company Executive Benefits Senior Marketing Consultant	September 1995 - September 1997 Kansas City, MO
Universal Underwriters Insurance Group Senior Accountant	September 1994 – August 1995 Overland Park, KS
KPMG Peat Markwick Manager	August 1989 – August 1994 Hartford, CT/Columbus, OH

Contact Information

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