

FOR IMMEDIATE RELEASEContact:

MassMutual San FranCisco BROADENS FINANCIAL SERVICE MANAGEMENT TEAM

**Springfield, MA, Sept. XX, 2013** – MassMutual San Francisco’s General Agent Robert B. Fakhimi, CLU, ChFC, CFP, will expand his agency management team to provide exemplary training and coaching opportunities to new financial professionals entering the business.

[Personal financial professionals are among the fastest growing careers](http://www.bls.gov/ooh/business-and-financial/personal-financial-advisors.htm#tab-6) because many Americans continue to struggle to save for retirement, according to the Bureau of Labor Statistics (BLS), U.S. Department of Labor, Occupational Handbook, 2012-13 Edition.

Fakhimi is aggressively recruiting 50 new financial professionals to MassMutual San Francisco by year end. For more than a decade, MassMutual San Francisco has provided financial solutions for more than 25,000 families and small businesses in the region.

“We have many new recruits who are eager to come into this business and help people. I see it as my responsibility to ensure these professionals become trusted advisors and gain insight into how they can help people find solutions for their long-term financial goals,” he said.

To bring his vision to fruition, Fakhimi has brought on the expertise of Vice Presidents Jack BenAry, CFP. CLU, CAP and Nancy A. Davis.

BenAry, a veteran industry trainer most recently with New York Life, has helped hundreds of financial professionals for nearly two decades develop an understanding of how life insurance, disability income insurance and annuities make an essential difference in a well-rounded plan for both families and businesses.

“The insurance industry requires knowledgeable professionals. We are dealing with the public and their money. Training is critical not only at entry points but anytime in a financial professional’s career. It is important that our representatives have the most updated information and expertise at their fingertips to best serve their clients,” BenAry said.

Nancy Davis comes to the MassMutual SanFrancisco team with 17 years in the financial services industry, having spent time working in investments and insurance. Davis’ primary role will be recruiting new financial professionals and developing women and multicultural recruits at the agency.

“I have a passion for spreading the word to other women that working as a financial professional is an excellent career opportunity. Diversity always makes for a strong team because no two clients are alike,” she said.

Davis, who was with Prudential for 12 years before coming to MassMutual, said a career in financial services always made sense.

“With ever changing market conditions there are always ways for me to help and assess new ways to evolve and adapt,” she said.

Davis resides in Larkspur with her husband and BenAry resides in Mill Valley with his wife.

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**About MassMutual**

Founded in 1851, MassMutual is a leading mutual [life insurance company](http://www.massmutual.com) that is run for the benefit of its members and participating policyowners. The company has a long history of [financial strength](http://www.massmutual.com/aboutmassmutual/financialinfo/strength) and strong performance, and although dividends are not guaranteed, MassMutual has paid dividends to eligible participating policyowners consistently since the 1860s. With [whole life insurance](http://www.massmutual.com/productssolutions/individualsfamilies/producttype/lifeinsurance/wholelife) as its foundation, MassMutual provides products to help meet the financial needs of clients, such as [life insurance](http://www.massmutual.com/productssolutions/individualsfamilies/producttype/lifeinsurance), [disability income insurance](http://www.massmutual.com/productssolutions/individualsfamilies/producttype/disabilityincome), [long term care insurance](http://www.massmutual.com/productssolutions/individualsfamilies/producttype/longtermcare), [retirement/401(k) plan services](http://www.massmutual.com/retire/plansponsors), and [annuities](http://www.massmutual.com/productssolutions/individualsfamilies/producttype/annuities). In addition, the company’s strong and growing network of financial professionals helps clients make good financial decisions for the long-term.

MassMutual Financial Group is a marketing name for Massachusetts Mutual Life Insurance Company (MassMutual) and its affiliated companies and sales representatives. MassMutual is headquartered in Springfield, Massachusetts and its major affiliates include: Babson Capital Management LLC; Baring Asset Management Limited; Cornerstone Real Estate Advisers LLC; The First Mercantile Trust Company; MassMutual International LLC; MML Investors Services, LLC, Member [FINRA](http://www.finra.org/) and [SIPC](http://www.sipc.org/); OppenheimerFunds, Inc.; and The MassMutual Trust Company, FSB. Local sales agencies are not subsidiaries of MassMutual or its affiliated companies.

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