



Lee Pinover, CFP

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Background & Experience

Lee is Vice President of Sales with Pinnacle Insurance & Financial Services, LLC. He has more than 30 years of experience leading successful sales organizations at the district, division, regional and corporate levels. He has a strong record of building, training and retaining top sales people and teams, and a history of significant growth and achievement. Lee believes in a strong collaborative approach to working in advanced markets and with high net-worth individuals. He is adept at finding solutions to the many issues that face these clients and is a great teacher and developer of others. Previously, Lee worked with American Express Financial Advisors from 1983 through 1998, with his last position as Field Vice President of the state of Rhode Island. In 1998, Lee began leading sales for Forefield, Inc. His success there led to relationships with many of the top 100 financial services companies in the industry, such as Goldman Sachs, Fidelity, MassMutual, MetLife, Deloitte and Touche, PaineWebber, and AXA. After Forefield, Lee became the Managing Director of Prudential Financial in Northeastern Ohio where he led his office to four years of Top 10 performances.

Certifications & Education

- American University, Washington, DC - B.S., B.A. Finance, 1981
- College for Financial Planning, Denver, CO - Certified Financial Planner®, 1988