



**R. Steven Reinhardt, III**

Pinnacle Insurance & Financial Services  
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**Background & Experience**

Steve, Sales Vice President at Pinnacle Insurance and Financial Services, has been in the insurance and financial services industry for over thirty years at both the agency and company levels. Prior to joining Pinnacle in 2003, Steve was a Regional Director for The Fortis Financial Group and Manulife Financial. At Manulife and Fortis he developed, maintained and grew relationships with insurance agents, banks, and stockbrokers in a seven state area. Before working at Manulife and Fortis, he had a successful career as a producer with a large Independent Insurance Agency. Recognized as a consistent Top Producing General Agent by wirehouses and in the top 10% (out of 170) of all Sales Vice Presidents with Pinnacle's previous marketing organization, Steve's expertise is in estate planning, business succession and retirement plans. He is particularly proficient in estate planning and wealth transfer techniques in the senior marketplace.

Residing in Lynchburg, Virginia, Steve is a graduate of Virginia Episcopal School and Hampden-Sydney College.

**Certifications & Education**

- Hampden-Sydney College, Hampden Sydney, VA – B.A. Government and Foreign Relations