

## **Terry Brennan**

Buckhead Brokerage Group  
Region: NJ & PA  
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### **Background & Experience**

Terry Brennan, Member of Buckhead Brokerage Group, is a General Agent partner of Advantage Insurance Network, one of the largest life insurance marketing agencies in the nation.

Terry was hired as a financial planner in 2002 with American Express Financial Advisors. He was recruited in 2004 to Lincoln Financial Group to assist in the launch of the American Legacy Annuity Team. Through his expertise and focus on the client Terry was promoted to run National Accounts at Lincoln until 2010 where he was offered the opportunity to wholesale annuities in Southern California. In 2013, Terry was hired by Macquarie (Delaware Funds) Management as a wholesaler. He covered MD, PA, DC & VA where he obtained one of the highest market shares in the company. His performance was based upon a focus on timely and actionable ideas to benefit the financial lives of adviser's clients. Terry's experience as an advisor and point of sale wholesaler has helped him to best understand both the advisor and end clients' needs. His top market share as both an annuity and mutual funds wholesaler demonstrates Terry's ability to provide value, build trust, constantly deliver at a very high level. His work in wire houses and banks also demonstrates his ability to work within various conditions and parameters, making him very versatile.

Terry received his BS in Real Estate degree from the Penn State University where he also lettered in wrestling all four years. He grew up in Cape May, NJ and he is an avid golfer.

### **Certifications & Education**

- Penn State University – BS in Real Estate