Bio | GREG SINTOW

Greg Sintow started his career as a commercial scuba diver in Miami Beach, but decided that he should do something more with his life by the time he turned 30. Joining Prudential, Greg learned everything he could about the financial services industry and in five years had 46 other brokers working under him.

Throughout his career, Greg has been at the top of his game. But something was missing in the brokerage environment. "I wanted to be more conscientious of client needs and focus on building the relationship rather than on sales or marketing," he says.

He joined Hewins Financial Advisors in 2003 after one of the partners recruited him. "I'll be here the rest of my working career. I've built a good client base and have the respect of the partners and the business community."

About a third of Greg's time is spent with businesses, managing and monitoring their 401(k) plans. About twice a year, he meets with the board or investment committee and makes sure that the plan is still meeting their goals. He also works one on one with employees and leads training seminars to educate them on investment strategy.

Greg's other client base includes individuals and institutions. He monitors foundations and endowments and helps institutions develop Investment Policy Statements (IPS) to guide their investment strategies.

He describes his typical individual client as someone who has managed their portfolio in the past, but is ready to let someone else drive the bus – from managing their taxes and trusts to making sure income is distributed and cash is available when they need it.

"My job is to communicate the why of important decisions, why and how we chose the money manager, what our process is and how our asset classes work, what could happen to their money in a good and bad year, the average over five years and the average over 10-20 years. Once they're involved with us, it's nothing like they've ever experienced."

"Clients place their trust in me and I see it as a big responsibility. I want to earn their trust and respect. It's very rewarding and I sleep better at night because I'm doing the right things for my clients."

Greg has a captain's license and enjoys sailing and surfing with his daughter.

A Career in Investing and Insurance

Representative with Ken Fisher's Private Client Group in Wisconsin, becoming the 14th ranked producer out of 135 for the nationwide asset management firm

M&I Bank Vice President/Financial Consultant/Trust Officer in Green Bay, Wis., developing and maintaining new client relationships in Trust and Brokerage operations, working extensively with attorneys and accountants, coordinating estate planning and tax strategies with clients' financial needs

Prudential Financial Services representative, trainer and manager with a team of 46 brokers in Boca Raton, Fla.

Education

B.S. from Florida State University
Has held NASD Series 6, 7, 63 and 24 licenses as well as life, health and variable annuity licenses.

Contact Greg

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