



HAROLD A. SCHWARTZ

Harold Schwartz, managing partner and chief investment officer for DMG Financial LLC, brings more than 40 years of experience to his current roles.

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In 1975 Mr. Schwartz began his career as a life insurance agent with New York Life, and was recognized as Rookie of the Year. In 1978 the New Jersey Association of Life Insurance Agents honored him with its "Man of the Year" award for both his professional and public service accomplishments. He joined E F Hutton in 1982 to broaden the product selections he could offer his clients. His strengths in life insurance came to the attention of management, and in 1988 when Shearson Lehman Brothers bought Hutton, he was made First Vice President and National Product Director. He served in that capacity for over four years, developing many marketing programs that remain industry standards today. In 1993 Mr. Schwartz launched his own firm, the Del Mar Group, Inc.

From 1995 through 2006 he crisscrossed the country doing as many as four public seminars a week on financial topics for both clients and other sales representatives. During that time he was recognized for his achievements with membership on the Fidelity Advisor Council in 2002, 2004, 2006, 2010, and 2011; and for ten consecutive years membership in the Million Dollar Round Table's TOP of The Table, a designation achieved by only .5 percent of all financial services professionals. In 2003 he expanded his services to include complete money management, including fee-based planning. Today Hal manages over \$100 million in assets for clients across the country.

Hal's success with his own clients at the Del Mar Group prompted the creation of DMG Financial LLC, a nationwide financial services organization of affiliated financial professionals who together serve 11 states and Puerto Rico. Hal's role today is much like it has been throughout his distinguished career: working with clients to offer them products and planning solutions to help them meet their financial goals. Despite the demands of serving as managing partner and CIO of DMG Financial, Hal prides himself on the fact that he is always available to his clients to answer any of their questions.

Hal, a father and grandfather, is also a published author. He and his wife Karen enjoy traveling internationally and sailing.

ABOUT DMG FINANCIAL

First established in 1993, DMG Financial was created to help clients achieve their most cherished goals through personalized financial planning services and a wide range of quality financial products. Today, DMG Financial has evolved to include a team of affiliated financial professionals from coast to coast. Working together, the advisors of DMG Financial offer the expertise, planning techniques, and products to serve businesses, individuals, and families.

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