



# Company Profile

*Providing Bank Owned Life Insurance Solutions for Community Banks*

In early 2013, Peter Dinardi and Jeff Marsh founded BOLI Strategic Partners and assumed the BOLI business from NYLEX Benefits, a wholly owned subsidiary of New York Life Insurance Company. The co-founders of BOLI Strategic Partners have over 50 years combined experience in the insurance and financial services industry. Peter is the former Executive Vice President and CFO for NYLEX Benefits who was responsible for the operations of the bank owned life insurance unit for the past twelve years. Additionally, Peter is a CPA and also holds an MBA degree. Jeff has been in the life insurance industry for over 25 years and is a life and qualifying member of the Million Dollar Round Table. Jeff received both a Bachelors and Masters Degree from the University of Wyoming. The organization works with clients throughout the United States and represent several major insurance companies that provide bank owned insurance products to help offset employee benefit expenses.

## HELPING BANKS SUCCEED

Competitive pressures, economic forces and regulatory activities are changing the face of the banking industry. Bank Owned Life Insurance policies can help banks overcome the difficulties lenders face due to low interest rates and ever increasing costs of employee benefits. BOLI Strategic Partners focuses in this area — providing practical solutions to offset employee benefit costs.

The founders of BOLI Strategic Partners have a long and successful history designing and implementing plans that provide benefits to community banks throughout the country. BOLI Strategic Partners will design and service bank owned life insurance policies that makes sense for each client's particular circumstances and objectives.

In addition to providing BOLI solutions, we can assist financial institutions to provide policies and service to:

- Attract, retain and reward the top performers
- Provide supplemental executive benefit programs
- Defer executive compensation
- Upgrade director benefits
- Provide financially attractive alternatives to traditional group term life insurance coverage
- Finance general post-retirement benefit obligations

## CONNECTING BUSINESSES AND EXECUTIVES TO FINANCIAL SUCCESS

Our clients recognize that management performance is often the difference between superb and mediocre returns for shareholders. That's why they want to establish innovative ways to attract and reward the best people — and why we've chosen to help them do just that. We can help businesses balance compensation for top performers with returns for the owners — now and in the future. We are very adept at balancing

these competing needs. Our opinion is backed by the multitude of executives for whom we support billions of dollars of benefits. We are proud of the fact that we have had long and continuing relationships with the clients we serve.

At BOLI Strategic Partners, our primary focus is on serving community banks, which typically do not have in-house resources with expertise in the type of resources we can provide.

## MEETING EMPLOYEE BENEFIT FINANCING CHALLENGES ONE CLIENT AT A TIME

We work directly with our clients to:

- **Evaluate their needs and recommend action.** This includes a careful analysis of the client's situation, from its specific concerns to "big picture" recommendations.
- **Design programs that are consistent with client needs.** We focus on sound, creative recommendations to help clients

## BOLI Strategic Partners

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remain competitive.

- We identify benefit trends.
- We keep abreast of the current law in this area.
- We know where the balance lies. Lavish benefits detract from shareholder value one way, meager benefits detract equally in another way.
- **Present and advocate policies to boards and shareholders.** This represents a coordinated strategy to gain board approval. Our expertise makes our presentations credible; our experience makes our advocacy effective.
- **Recommend financing strategies that minimize cash and earnings pressure.** We help define benefit liabilities and create assets to offset them. Enhanced earnings offset plan costs.
- **Service benefit programs and make them easier to administer.** We stress thorough follow-up:
  - Documentation assistance for our clients' attorneys
  - Assistance for our clients' auditors
  - Comprehensive reporting support provided through the Pangburn Group, a nationally recognized Third Party Administration Firm
  - Regulatory compliance support
  - Monitoring of ongoing program and funding performance
  - Periodic program reviews and actuarial valuations

BOLI Strategic Partners maintains strong relationships with regulatory

agencies, leading accounting and law firms, trade organizations and industry affiliations. It is our goal that our analysis reflects current developments and informed estimates of how the landscape may change in the foreseeable future with regard to Bank Owned Life Insurance.

We continue working with our clients after we help put their bank owned life insurance policies in place. We help our clients respond to regulators and prepare for audits and exams. We provide assistance in complying with program reporting requirements. BOLI Strategic Partners is an organization that services BOLI programs as much as one that creates them. We collaborate with The Pangburn Group to ensure that our clients' programs receive focused attention even after they are in place. We think that says a lot about how much we believe in the programs we create, and how committed we are to our clients' financial success.

BOLI Strategic Partners was founded on the basis that we would distinguish ourselves by providing our clients with an unprecedented dedication to:

- Quality
- Service
- Convenience
- Value

BOLI Strategic Partners' staff demonstrates a high level of creativity, integrity, professional expertise and professional competence, all coordinated to assure each client of individually tailored programs to serve that client's specific objectives.

#### ABOUT BOLI STRATEGIC PARTNERS

In early 2013, the BOLI business of NYLEX Benefits was transitioned to BOLI Strategic Partners. We focus on developing cost-effective practical solutions for community banks throughout the country.

Our services are designed to assist clients at all stages in the adoption and operation of their Bank-Owned Life Insurance programs and include:

- Initial assessment
- Plan design
- Funding
- Plan implementation
- Ongoing administration coordination with the Pangburn Group

BOLI Strategic Partners utilizes internal resources of New York Life through the Nautilus Group and Advanced Markets Network and also works closely with independent third parties in the following professional disciplines: all dedicated to supporting our clients' programs, processes, systems and services:

- Accountants
- Actuaries
- Attorneys
- Benefit specialists
- Insurance specialists

We take great care to assure that client programs are practical and that they are designed to achieve our clients' strategic and operational goals.

**For more information, call us at (800) 584-9114 or visit [www.bolistrategicpartners.com](http://www.bolistrategicpartners.com)**

*Neither BOLI Strategic Partners, Jeff Marsh, Peter Dinardi, Margit Parish New York Life Insurance Company nor its affiliates provides tax, legal or accounting advice. Please consult your own tax, legal or accounting professional before making any decisions. BOLI Strategic Partners LLC is not owned or operated by New York Life Insurance Company, NYLIFE Securities LLC or their affiliates.*

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