



## Hank Sanders

### **Strategic Business Specialist, American Advisors Group**

As a strategic business specialist for AAG, Hank specializes in education, supporting, and developing relationships with financial advisors.

Hank began his career in financial services as a financial consultant with Merrill Lynch, Pierce, Fenner & Smith in 1986. Just over one year into his career, Black Monday reset the entire industry's perspective of investment risk and had a tremendous impact on Hank's approach to serving his clients. Hank began to redefine his business, taking a holistic approach in designing comprehensive financial plans, investment solutions, and strategies based on the client's prioritized goals for the one life they get to live, while targeting the least amount of risk necessary.

When he joined the team at AAG to educate industry professionals on the integration of housing wealth strategies into comprehensive planning for the mass affluent retiree, Hank knew he could have a great impact on the industry and, potentially, thousands of lives.