

People on the move

October 24, 2010

The Hartford (Conn.) Financial Services Group Inc. has named Don MacQuattie, 44, vice president and director of retirement plans for health care, education and tax-exempt organizations.

Based in Simsbury, Conn., he is responsible for setting strategy, driving internal and external sales, and retaining retirement programs.

Mr. MacQuattie was vice president and director of strategic relationships in the company's retirement plans group.

Fogel Neale Partners LLC of New York has hired Jason Waxler, 54, as a partner.

He is responsible for advising clients as well as expanding the firm's investment products and services, developing investment models and overseeing risk management strategies.

Previously, Mr. Waxler was an independent adviser in Katonah, N.Y., affiliated with Royal Alliance Associates Inc. of New York. There, he was responsible for designing portfolios and financial plans for clients, as well as working with individuals and families, and working with small businesses to help them assess their health and retirement benefit strategies, succession planning and insurance needs.

Curian Capital LLC of Denver has hired five external regional business consultants: Michael Cole, 34, Chris Cullen, 28, Michael Gordon, 30, Pat Malloy, 33, and Sara Paulson, 49. The firm also promoted Sean Withrow, 41, to the same position.


All six consultants are responsible for developing relationships and maintaining established partnerships with financial advisers within their territories, as well as promoting Curian's products and services.

Mr. Cole is based in Charleston, S.C., Mr. Cullen in Swarthmore, Pa., Mr. Gordon in Fort Lauderdale, Fla., Mr. Malloy in Atlanta, Ms. Paulson in Mukwonago, Wis., and Mr. Withrow in Birmingham, Ala.

Previously, Mr. Cole was with MetLife Inc. of New York as an external wholesaler, based in Charleston. He was responsible for wholesaling MetLife products and managed more than \$20 million in recurring life insurance premiums.

Mr. Cullen was a regional vice president with John Hancock Annuities of Boston. He was based in

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Swarthmore and was responsible for the distribution of various financial products to independent financial advisers.

Mr. Gordon was a regional marketing director with National Financial Partners Corp. of New York, where he was responsible for external wholesaling/marketing services for the financial planner channel in the Southeast. He was based in Winter Park, Fla.

Mr. Malloy was a regional vice president with Axa Equitable Life Insurance Co. of New York and was responsible for external wholesaling/marketing services for its financial planner channel in Florida and Georgia. He was based in Atlanta.

Ms. Paulson was a regional director with Russell Investments of Tacoma, Wash.

Based in Mukwonago, she was responsible for sales and producer expansion in wirehouses, independent and regional broker- dealers, insurance companies and registered investment adviser firms throughout multiple regions.

Mr. Withrow was an associate vice president at Curian, responsible for strategic relationship management, planning, and tactical execution of programs and strategies with the firm's top broker-dealer partners.



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