

### **Shelby J. McIntosh, CLU**

He entered Life Insurance business as an agent in Mobile, Alabama with John Hancock in January 1964. Shelby became a sales supervisor in Mobile in 1970. In 1976 William F. Grace, Sr. retired as General Agent of the New Orleans John Hancock General Agency and Shelby was selected to succeed him and moved to New Orleans in May 1976. He ran the agency until December 1991 when he retired as General Agent and went back into personal production with John Hancock. In 1999 Shelby retired from John Hancock after 35 years and along with several other Brokers founded Harbor Financial Group, LLC a full service Brokerage Firm with this change he became an Independent Broker using Linsco Private Ledger as his new Broker Dealer. He continues today in that capacity.

Shelby is a past President of the Greater New Orleans Association of Life Underwriters and the New Orleans General Agents and Managers Association. He is also a past President of the New Orleans Downtown Rotary Club.

Shelby earned the professional Charter Life Underwriters designation in 1978. He is a Life and Qualifying Member of the Million Dollar Round Table having qualified last year for the 38<sup>th</sup> time. Active in various civic and charitable organizations Shelby and his wife Sherryl have 3 adult children and 5 grandkids.