

Leadership Team CV



PETER A. GUGLIETTA, JR., MST, MBA, CLU, ChFC

Founder & Managing Director

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Peter brings more than 30 years of broad domestic and international life insurance industry experience to Professional Advisor Group Consulting (“PAG Consulting”), including individual wealth and legacy planning, business continuity and benefit planning, product manufacturing, marketing, and sales.

Prior to launching PAG Consulting in 2024, Peter was a Senior Vice President at International Planning Group (“IPG”); the preeminent global firm focused on wealth structuring and transfer planning for non-US clients and a pioneer of the international high-net worth life insurance industry.

During his 19-year tenure with IPG, Peter advised high-net worth clients residing in the Americas, Europe, Asia, and east and southern Africa. In addition, he headed IPG’s Markets & Product Solutions team, which delivered technical product analysis, advanced sales support, marketing, training, and plan design guidance globally. Peter and his team were responsible for the collection and management of tax and legal opinions from local counsel in the more than 70 countries in which IPG’s clients reside, which Peter would leverage to partner with IPG Sales Consultants, referral partners, centers of influence and clients to custom design and implement effective cross-border, multi-generational solutions.

Immediately prior to joining IPG in 2005, Peter was Assistant Vice President at a U.S.-based insurance brokerage focused on premium financing, executive benefits, and corporate owned life insurance (“COLI”). Prior, Peter held a variety of roles during his 12-year tenure at John Hancock Life Insurance Company’s home office in Boston, including positions in compliance, product development, management, and client relations.

Peter holds a Master of Science in Taxation degree (MST) and a Master of Business Administration degree (MBA) from Suffolk University in Boston, as well as a Bachelor of Science degree (with honors) in Finance from Northeastern University in Boston. He is a Chartered Life Underwriter (CLU), Chartered Financial Consultant (ChFC), holds active life and health insurance licenses in several U.S. states and is a FINRA Registered Representative with series 6, 63 and 26 registrations.