

meet OUR TEAM



Jay Scheiner
CEO

After 30 years as a partner, Amerilife appointed Jay Scheiner to lead ASG's management team. Jay's expertise includes advanced case design for life insurance, long-term care, annuities, and financial and medical underwriting. He is the author of numerous articles featured in national financial publications, and his memoir, *The Promise of Kilimanjaro*, is currently in print. Jay co-authored *Forensic Policy Analysis*, a unique take on policy review, to give insurance advisors a competitive edge. He has served as an expert witness to help resolve complex life insurance-related litigation. Jay is a graduate of Hofstra University School of Law (JD), Tulane (BA), and The American College (CLU).



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Mark Milbrod
Vice President

Mark Milbrod is a 35-plus-year life insurance and financial services veteran. He leads education seminars and online meetings to educate advisors on broad topics ranging from tax law changes, pre and post-retirement planning, business continuation, key-employee, legacy planning, and premium financing. Mark has been a featured speaker at professional conferences, the author of the popular *Mark's Barks*, and has been featured in national publications. Mark serves on the board of directors of The Forum 400. He has also earned his Chartered Life Underwriter (CLU) designation from The American College and holds his Certification in Long-Term Care (CLTC).



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Tom Little
Brokerage
Manager

Tom Little joined ASG in 1983 - coinciding with the introduction of Universal Life - that's 40-years with ASG. Tom is capable of helping design a life insurance plan that will fit your needs - from \$1m of term for income replacement to \$50m to fund a complex estate plan. He is keenly aware of the urgency to provide advisors with solutions and alternatives to their requests for product illustrations to solve client needs. He is a valuable asset and has been instrumental in the growth and expansion of Agent Support Group. Tom is married, has a beautiful daughter and is blessed with two grandsons. He is a passionate golfer and certified instructor.



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Saad Yaseen
IT & Admin.
Director

Saad leads ASG's IT and Administrative division. He is a hands-on professional has a twenty-five history in IT governance, project management, cybersecurity, and network and systems administration. Saad is alumnus of NJIT and earned his MBA at St. Peters University. He joined ASG in 2012 to maintain and support the IT infrastructure and later spearheaded the marketing efforts as well. When not checking and promptly responding to emails and calls, Saad follows NY Giants, enjoys bike riding, and spends time with his wife and their two children on Staten Island, NY.



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Eileen Knott
New Business
Manager

Eileen joined ASG in 2000 and her journey has taken her through all aspects of case management, from contracting to medical underwriting. She is a New York State licensed life, accident and health agent. From start to finish, Long Island and now national insurance advisors benefit from Eileen's personalized attention, continuous communication through the entire underwriting process, and unmatched responsiveness to each inquiry. Outside of the insurance world, Eileen enjoys every kind of beach related activity including kayaking and volleyball.



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Jennifer Cannella
New Business Manager

Jennifer joined ASG in 2002 after several years at a financial planning and advisory firm. At ASG, Jenn began as a Case Manager and was later promoted to New Business Manager in 2006. With over 20 years of experience, she is skilled in the organization and execution of the most complex multi-company-submission application, informal submission and large case underwriting. Jennifer also holds a New York State Life, Accident & Health License. In her free time, she enjoys spending time with her husband and son, bike riding and hiking in the beautiful Hudson Valley.



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Linda Powell
Distribution & Commissions Manager

Linda has been with ASG for 40 years. She has experience in helping agents with their policy service needs, but Linda's main focus is commission accounting and related financials, as she is responsible for the correct calculation of commission overrides from dozens of insurers for the benefit of you, the insurance advisor. Accordingly, Linda can answer most any complex commission or crediting question you may have. Linda lives in West New York, NJ. In her free time, she enjoys reading, traveling and collecting Native American Art.



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Linda Yen
Case Manager

Linda joined ASG in 2016 as New Business Case Manager, handling Life, LTC, DI and Annuity business. She is also in charge of in-force LTC, DI, and Annuity policy owner services. Prior to joining ASG, Linda worked for four years at a large independent insurance agency handling group benefits, life insurance, personal lines. Linda holds both the NYS Life & Health and NYS Property & Casualty Licenses. She is fluent in English, Mandarin and Cantonese Chinese languages. Her hobbies include cooking, traveling, binge-watching TV dramas, and volunteering to serve her local community. Linda lives in New Hyde Park, NY with her husband, daughter (11 years old), and her dog, Lilly the Pomeranian.



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Marion Olthoff
Contracting Manager

Marion joined ASG in 1998 in case management. An experienced multi-task professional with over 40-years in the industry, she has also handled LTC and Annuity new business as well as policy issue and service. Marion now oversees all agent contracting and licensing for ASG, working at key positions ranging from disability claims to supervisor of life new business at several large life insurers in New York City. Marion's interests include nature photography and getting out under the night sky with her telescopes and enjoying other outdoor activities.



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