

Charles Erban

Charles Erban started out in the financial services industry in 1969, training for the securities industry on Wall Street. He initially worked with the New York Stock Exchange firm of Dominick & Dominick, and later worked with Tucker, Anthony R.L. Day. In 1985, Mr. Erban realized people needed more "personalized" services than large firms were giving, so he started his own financial firm, Andover Financial Advisors.



Mr. Erban received his bachelor of science degree from Bentley College of Accounting & Finance, with a major in accounting and a minor in income tax. He holds a Securities 7 license, allowing him to handle all the securities his clients may need for their retirement planning. He has an Insurance Broker license in the State of Massachusetts, allowing him to meet all the insurance needs his clients may need for retirement or estate planning.

In an effort to help as many people as possible with their retirement needs, Mr. Erban was the host of a talk show, "Retirement and Your Financial Future," for a few years on WLLH radio in Lowell, Massachusetts. His efforts were rewarded by the radio industry in 1996 and 1997, by nominating him for an A.I.R. Award in the "Best Talk Show of Boston" category (David Brudnoy of WBZ and Jerry Williams of WRKO were the winners). Over the years, Mr. Erban has been called upon and quoted by the local media, *The Eagle Tribune* and the *Andover Townsman*.

Believing the body should be as fit as the financial pocketbook, Mr. Erban is a tournament level racquetball player, having won in 2003 the Massachusetts 55+ & 60+ Singles Titles, The Massachusetts Senior Olympic 60+ Title, and took 3rd place at the National Singles Racquetball Championships in Houston. He is also a cyclist, and golfer.