



## **New York Life Names Nancy MacDonald as Head of Institutional Life Insurance Sales**

*Seasoned leader to drive sales strategy, deepen market relationships, and enhance client experience*

**NEW YORK, N.Y., Sept. 22, 2025** — New York Life, America's largest mutual life insurer, today announced the appointment of **Nancy MacDonald as head of Sales for Institutional Life Insurance**. In this role, MacDonald will oversee sales strategy, broker and client engagement, and support continued efforts to deliver innovative solutions to institutional clients.

MacDonald brings more than three decades of leadership in executive benefits, corporate-owned life insurance (COLI), and institutional markets. She most recently served as a COLI field director at New York Life, responsible for driving sales of COLI products through independent distribution partners. MacDonald previously held roles at Sapers & Wallack, Phoenix Life, Principal Financial Group, and American Financial Systems.

"Nancy's track record of building strong relationships and driving results makes her the ideal leader for our sales team," said Michael Gamble, head of New York Life's Institutional Life department. "Her deep market expertise and proven leadership will ensure we continue to strengthen our partnerships with brokers and deliver on our promise to clients."

"I am honored to take on this role at such an important time for our business," said MacDonald. "Our Institutional Life business is built on a foundation of trust and long-standing relationships, and I look forward to working closely with our broker partners to deepen those relationships and deliver an exceptional client experience."

MacDonald succeeds John Boma, who retired in August.

For additional information, please visit: <https://www.newyorklife.com/amn/institutional-life>



## ABOUT NEW YORK LIFE

New York Life Insurance Company ([www.newyorklife.com](http://www.newyorklife.com)), a Fortune 100 company founded in 1845, is the largest mutual life insurance company in the United States<sup>1</sup> and one of the largest life insurers in the world. Headquartered in New York City, New York Life's family of companies offers life insurance, disability income insurance, retirement income, investments, and long-term care insurance. The company holds the highest financial strength ratings currently awarded to any U.S. life insurer by all four major credit rating agencies<sup>2</sup>.

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<sup>1</sup> Based on revenue as reported by "Fortune 500 ranked within Industries, Insurance: Life, Health (Mutual)," Fortune magazine, 6/2/2025. For methodology, see <https://fortune.com/company/new-york-life-insurance/>

<sup>2</sup> Individual independent rating agency commentary as of 5/19/2025: A.M. Best (A++), Fitch (AAA), Moody's (Aa1), Standard & Poor's (AA+).