

MATTHEW J. RAVECH, ESQ. J.D., LL.M., CFP®

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SUMMARY J.D. with an LL.M. in tax and a CFP® with substantial legal (estate and trust), financial services, and life insurance company experience. Significant level of competency in advising life insurance companies and their agents on a variety of matters, including compliance, distribution, advanced markets, financial planning, and complaint resolution.

PROFESSIONAL EXPERIENCE

2017– Present BRIGHTHOUSE FINANCIAL, INC. (Established in 2017 by Metropolitan Life Insurance Company)

Assistant General Counsel - Distribution/Product/Compliance

- Lead Distribution Attorney providing advice and counsel to the third-party distribution group, senior executives, wholesalers, and underwriters on matters involving compliance, privacy, insurance laws, agent compensation, advanced sales concepts, and complaint resolution.
- Provided complex legal advice to business partners and negotiated and drafted agreements to establish high priority Insurance Marketing Organization distribution channel for Brighthouse’s flagship annuity product.
- Negotiate and draft contracts and product distribution agreements, including selling agreements, marketing allowance and service agreements with third party retail distribution agencies, including brokerage general agencies, member general agencies, general agencies, individual brokers, and broker-dealers.
- Managed team of five associates responding to all customer and Department of Insurance complaints.
- Coordinated legal guidance to assist Compliance respond to various state market conduct exams.
- Advise the Product Development Team and underwriting on legal issues involved in state product filings for Brighthouse’s life insurance/long-term care hybrid product.
- Provide key legal advice to the Operations team to help address issues concerning remote work solutions for our distributors, electronic commerce, notice requirements, and the implementation of a new on-line advisor servicing portal.
- Provide legal oversight of the review of sales, marketing and training material for our life and annuity insurance products.
- Developed and presented training to the legal department on Brighthouse’s distribution structure
- Assisted the Variable Products team by preparing and filing fifty prospectus supplements annually.
- Active member of the Chief Compliance Officer’s and Deputy General Counsel’s Leadership teams.

2007-2017 METROPOLITAN LIFE INSURANCE COMPANY

Senior Counsel/Assistant General Counsel – Advanced Markets/Financial Planning/Distribution

- Negotiated and drafted agreements to establish a successful first-in-industry wholesaling relationship between MetLife’s third-party wholesaling entity, a third-party bank channel, and various non-affiliated insurance carriers.
- Developed policies and procedures for financial planning department focusing on the sufficiency of plan content, software, mitigation of risk techniques and disclosure.
- Provided legal review of sales, marketing and training material that focused on use of life insurance and annuities in all facets of financial planning.
- Work with wholesalers and relationship managers to help close complex cases and respond to advanced market questions from agents.
- Served as the primary law department member of MetLife’s Premium Financing Committee charged with reviewing all premium financing cases for issues involving suitability and STOLI.
- Provided pre-litigation advice in connection with customer complaints against MetLife, as well as complaints filed with FINRA and state departments of insurance.

2005-2007 BANK OF AMERICA

Associate Wealth Strategist

- Developed and presented existing and prospective clients' financial plans, analyses, and models, which encompassed investment, insurance, retirement, estate, gift and income tax planning and risk management. Prepared and conducted workshops to provide financial advisory expertise to internal sales and wealth strategies teams.
- Advised clients with assets ranging from \$3,000,000 to \$50,000,000.
- Prepared Monte Carlo financial analyses, estate plan flow charts and estate tax calculations, and presented results to wealth strategists and Private Bank clients.
- Advised trust officers regarding trust administration and other fiduciary issues.

2002–2005 PERKINS SMITH & COHEN LLP, (Merged into Burns & Levinson 2005)

Senior Associate - Estate/Trust and Tax

- Formulated and implemented sophisticated estate and business succession plans for moderate to high-net-worth individuals, utilizing techniques to transfer wealth, protect assets, maintain control over clients' assets and reduce the estate tax burden. Represented families in probate proceedings, including estate administration, will contests, trust accountings and guardianship petitions. Managed team of paralegals in preparation of estate and trust tax filings and accounts.
- Leveraged extensive trust and estate expertise and wide range of progressive estate planning tools for clients, creating significant tax savings. Planned designs included techniques such as grantor retained annuity trusts, defective grantor trusts, irrevocable life insurance trusts, qualified personal residence trusts, charitable remainder trusts, family limited partnerships and private annuities.
- Analyzed client finances, cash flow, and retirement options to outline the impact of various gifting and tax alternatives, and create optimized, long-term tax investment plans.
- Represented individuals in resolving tax controversies with the Department of Revenue and the Internal Revenue Service, including an estate that received over \$30,000,000 from the U.S government as a reward in qui tam (whistleblower) action after the decedent passed away.
- Reviewed wills and trusts and developed strategies for probate litigation department.
- Worked with elderly clients and their families on financial planning for Medicaid eligibility.
- Authored material for client newsletter and articles published in the *Massachusetts Lawyers Weekly*.
- Guest lecturer in Gift and Estate Tax class at Boston University LL.M. program and Family Business Planning class at Suffolk MBA program.

1999–2002 LANE, ALTMAN & OWENS LLP, Associate - Estate/Trust and Tax (Dissolved in 2002)

1995-1999 BAKER, BRAVERMAN AND BARBADORO, Associate - Estate/Trust and Tax

EDUCATION

2001 **Boston University School of Law, Boston, MA**
LL.M. in Tax

1995 **Suffolk University Law School, Boston, MA**
Juris Doctor, with honors

1991 **University of Massachusetts, Amherst, MA**
Bachelor of Arts in English

PRO-BONO –Medical Legal Partnership/Boston

Volunteer attorney providing estate planning, probate and guardianship advice and services to patients of Dana Farber Cancer Institute and their families.