



# ESSENTIAL SOLUTIONS

National Company. Local Customer Service.

## President/CEO

Rob founded Essential Solutions in 2014 as a career agency with a large carrier. Within 2 years EIS became the Top Agency in the United States & Northeast Region. In 2019 Rob transitioned Essential Solutions to the broker channel, representing all carriers across the United States. His vision has been to create a top performing FMO/NMO within the industry, bringing innovative ideas and new strategies to the market, as well as cutting edge technology. He also has a focus on creating an environment for all agents to be a true partner and excel in this ever-changing field. It's his goal to assist advisors in developing a successful career, while also keeping their member's needs and wellbeing at the forefront of their business.



## Robert Favata - CHCA

**President/CEO**  
**Essential Solutions USA**

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### Corporate Office

6190 Powers Ferry Road  
Suite 505  
Atlanta, Georgia 30339

## Education and Licenses

**State University of New York at Oswego**

FINRA Series 7, & 63  
Life, Health & Annuity

## Professional Experience

Before starting Essential Solutions, Rob was a Regional Vice President with MetLife for 11 years. He covered the Northeast and Southeast during this time period and was responsible for overseeing the career distribution for Life Insurance sales. In 2010 Rob reached the Pinnacle with MetLife as the Top RVP in the Nation.

Prior to MetLife, Rob was the Managing Director for Mutual of NY (now MONY) in Atlanta. He was responsible for building a career agency for financial services. This included recruiting, training, & revenue within the Equity, Life Insurance, Annuity, & Health Markets.

## Personal Interests

Rob is a husband and father. He enjoys many outdoor activities such as camping, hiking, hunting, fishing, & kayaking. He loves to build things, work in the garden and yard, listen to music, and most other creative endeavors. He spent many years as a coach in youth sports (lacrosse and hockey) and created one of the top travel lacrosse programs in the nation; winning a National Championship in 2015 at the U15 level. His faith, community, & country are all important to him, and he has participated in many charitable organizations and events throughout the years, two of which are Best Buddies, and The Boys and Girls Club of America.