



Moving Away from Price Competition in the Group Disability Insurance Market

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Gerry joined Sherwood Management Group in 2002 and serves as vice-president with direct responsibility for managing client projects. Previously, Gerry spent twenty-eight years with Digital Equipment, Compaq and Hewlett Packard in a variety of field and headquarters positions including his most recent assignment as Worldwide Director of Channels Marketing for Alpha High End Systems. Gerry earned a bachelors of science degree in business administration from Fitchburg State College. Gerry is an expert in sales strategy, marketing channels, channel conflict management, manufacturing systems and contract negotiations.