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Charles Perrault is a Director with Advanced Markets in Prudential’s Individual Solutions Groups. In this role he provides value add support and consultation to internal and external sales associates, brokerage general agents, broker dealers, advisors and centers of influence. Additionally, he consults on advanced sales strategies including estate, business, charitable, wealth transfer, and retirement planning, while also being a frequent speaker on such topics.

Perrault has been with Prudential since 2013, when he joined Internal Sales in the Life Insurance business. Perrault partnered with financial professionals to help them better understand Prudential’s life insurance products, and how to successfully implement them into their clients’ financial plans. Prior to joining Prudential, Perrault spent 5 years as a financial advisor, helping his clients develop and execute on their financial plans.

Perrault received his undergraduate degree in psychology from the University of Connecticut. He subsequently obtained his Certified Financial Planner***®*** and Chartered Life Underwriter***®*** designations. He holds a FINRA Series 7 and 66 registrations and a Connecticut Life Insurance license.