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Scott Etish

Scott Etish is Vice President, Advanced Markets at Coventry, where he works with attorneys and fiduciaries who advise high-net-worth clients on complex estate and financial planning matters. Mr. Etish specializes in helping legal and financial professionals unlock the hidden value of their clients' unneeded life insurance policies, providing alternatives to a policy surrender or lapse that can generate liquidity, reduce premium burdens, and enhance wealth transfer strategies.

Mr. Etish is a frequent speaker at estate planning councils and bar associations, where he teaches attorneys and fiduciaries that life insurance is a valuable asset that can be sold, and how Advisors can integrate life settlements into their practice to better serve high-net-worth individuals and families. His presentations offer practical guidance on identifying life settlement opportunities and how Advisors can help their clients maximize the value of their life insurance assets.

Before joining Coventry, Mr. Etish was a Partner at Gibbons P.C., where he spent nearly 17 years advising clients on complex business disputes. He began his legal career as a law clerk for an Associate Justice of the Supreme Court of New Jersey. Mr. Etish holds a Juris Doctor from Rutgers University Law School and a Bachelor of Arts from Wesleyan University's Science in Society Program.