

37

## SEAN M. FLYNN

### SALEM FIVE



A PRODUCING PRESIDENT IS A RARE thing, but then so is a banker in Massachusetts named Sean Michael Flynn, who speaks without a hint of brogue or twang.

Flynn credits Salem Five Cent Savings' aggressive Internet business, along with its strong regional mortgage business, with acquiring five- to ten-million-dollar accounts "on a regular basis." This year, he has \$120 million in assets under management, commissions of \$1.1 million and 840 clients.

Not bad for the broker and president of Clippership Financial, the investment services arm of Salem Five. Flynn had three years with Dean Witter Reynolds before going into banking in 1989. He developed several of his ideas as manager of Boston-based Century Bank and Trust's financial services division, becoming president of the bank in 1993.

Flynn grew up in Syracuse, NY, but chose to attend Boston University, where he spent three years as an English major before getting a degree in finance. Though married with children, Flynn still finds time for golf and fishing on Cape Cod, as well as for zipping around in his Mazda Miata and BMW 540i.

—gregory.morris@tfn.com