

**Alan L. Meltzer**  
**Founder and Owner,**  
**Meltzer & Associates**  
**Class of 1969**



Entrepreneur and philanthropist Alan Meltzer readily acknowledges that "the nurturing community of Needham" and the supportive atmosphere of Needham High School enhanced his native optimism and self esteem, thereby contributing to his later business successes.

In his youth Alan vigorously responded to the challenges of work and play. In the summer he mowed lawns and, at Rosemary Lake, learned to swim; during the school year he bagged groceries at the Stop & Shop and wrestled at NHS.

Known for his good humor, enthusiasm, and energy, Alan enjoyed school. He found fun in the role of the Persian peddler in the school musical, "Oklahoma." His classmates acknowledged his leadership by electing him treasurer of the junior class and vice president of the student council in his senior year.

Although he holds positive memories of his school years and recalls being well liked and happy at Needham High, Alan believes that excelling in a sport made the biggest difference in his life then and later. Wrestling did not come naturally to him, but he committed himself to it. With the encouragement of Coach John Griffin he lost thirty pounds, mastered the essential skills, and made the team.

From that experience he learned that persistence is its own reward, but he was further rewarded with a wrestling scholarship to American University, where, as captain, he was twice named "outstanding wrestler." Meanwhile, to supplement his scholarship funds

and support himself, he worked in restaurants in the Washington, D.C. area. Then in 1974 his entrepreneurial spirit flared. He joined his working knowledge to his savings and bought a restaurant, then another, and finally a third. All of them prospered.

When he married in 1978, Meltzer revised his priorities. Realizing that he could no longer devote his life solely to work, he sold his restaurants and took on a 9-to-5 job as an insurance agent. By 1983, however, his entrepreneurial spirit fired up again, and he founded his own business. His start-up staff of one has now grown to thirty, and Meltzer & Associates is the largest Massachusetts Mutual Life Insurance district office in the United States. A six-time MassMutual Agent of the Year, Meltzer has earned numerous awards and honors in his field.

Family, work, and charities now lay their claims on Meltzer's abundant energies. Believing strongly in helping others, he gives time as well as money to such organizations as the Juvenile Diabetes Foundation, the Fight for Children, the United Jewish Appeal, and the Washington Hospital Center.

Alan, his family, and his associates take a hands-on approach to charity, participating directly in a variety of fund-raising projects as well as cooking breakfasts for the homeless, wrapping Christmas presents for needy children, and planting trees to enhance the environment. Every year they have a fund-raising party for the Juvenile Diabetes Foundation, and this year they raised \$91,000.

Meltzer credits NHS with strengthening his values and commitments: personal integrity, the work ethic, social engagement, and cooperative problem solving. From the example and encouragement of such teachers as Mr. Griffin, Mr. Morse, and Coach Defazio he learned that success breeds success. He credits these and other faculty members with inspiration. These teachers, and friends - such as Vincent Fantegrossi, Richard Cusack, and Tommy Hawes - have a secure place in his heart.

Alan's love of sports continues. He coaches the wrestling team at Our Lady of Good Counsel High School in Wheaton, Maryland, plays racquetball, and - perhaps the only time he relaxes - watches basketball.