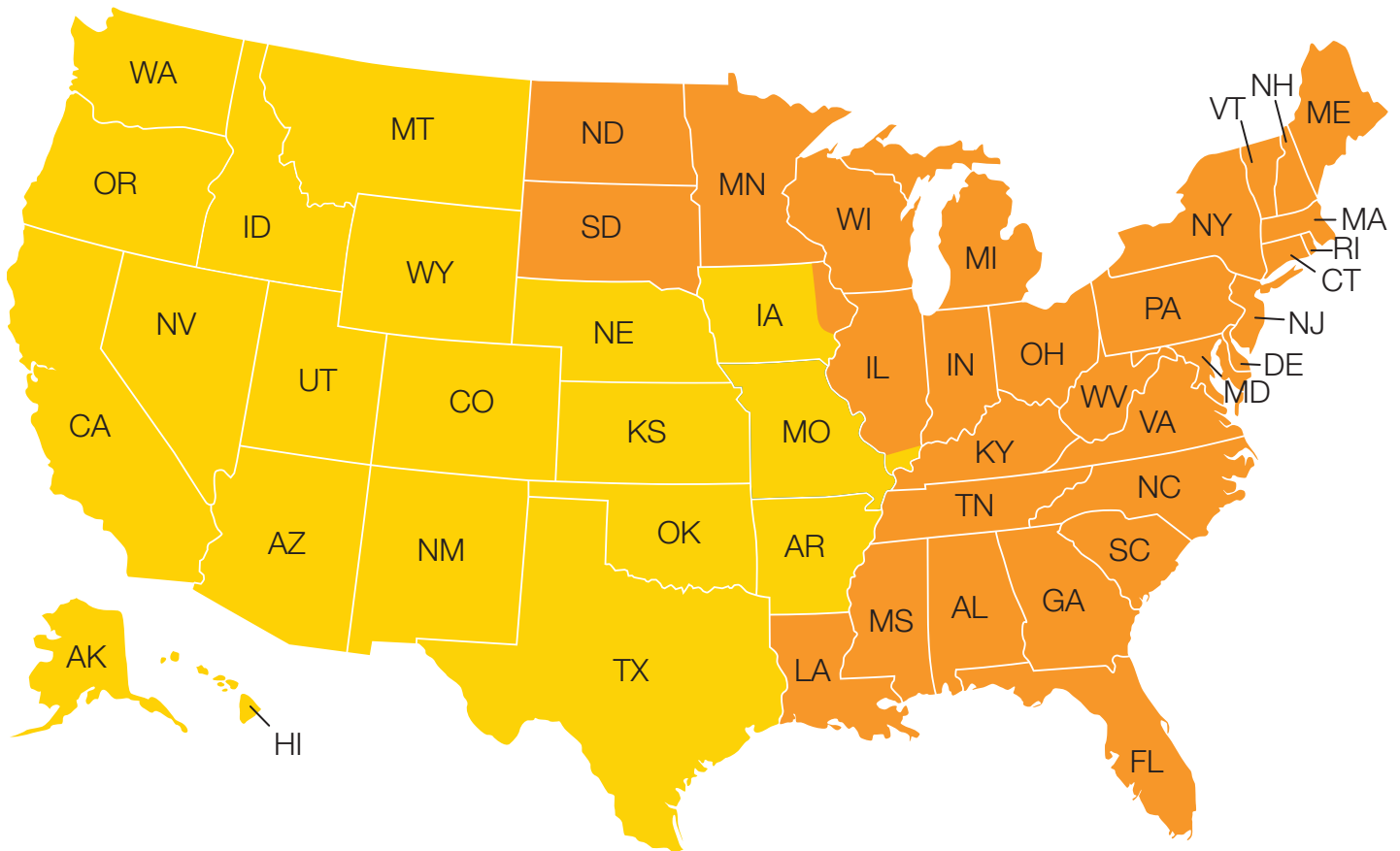


Retirement Plans Regional Sales Teams

August 2018
For Advisor/TPA Use Only



Territory

Sales Director



Rob Baumgarten
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Mark Bransford
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National Sales Contacts

Ken Waideo
Sales Director, Retirement Plans
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Territory Details	Retirement Plan Consultant	Internal Retirement Plan Consultant
California: East Bay, North Bay, Central Valley except Fresno; Nevada (except Las Vegas)	Kelly Amato 415.264.7682	Kirsten Schmieding 971.321.8777
California: San Francisco, Peninsula, Monterey, South Bay, Fresno	Marc Olson 415.265.3516	Max Fonts 971.321.6686
California: Los Angeles, Kern and Ventura Counties, Santa Barbara, San Luis Obispo	Scott Harrison 818.277.7973	Nicole Bryson 971.321.3611
California: Orange, San Diego, San Bernardino and Riverside Counties; Arizona; Nevada: Las Vegas	Joel Mee 503.789.2627	Kirsten Schmieding 971.321.8777
Oregon; Alaska	Chris Wolfe 602.574.8513	N/A
Washington; Idaho; Montana	Travis Fossati 503.317.4856	Kevin MacMillan 971.321.6557
Colorado; New Mexico; Utah; Wyoming	Brad Weber 623.202.7580	Nicole Bryson 971.321.3611
Arkansas; Oklahoma; Texas: Dallas, Fort Worth, El Paso, Abilene, Amarillo, Lubbock, Midland	Jeff Belton 214.966.2094	Miriam Carreno 971.321.2613
Texas: Houston, San Antonio, Austin, Waco, Beaumont, Corpus Christi	Randy Cater 832.524.3060	Michael Kennedy 832.427.9979
Illinois: Southern tip; Iowa (except Northeast): Des Moines, Quad Cities; Kansas; Missouri; Nebraska	Josh Burnett 913.216.0639	Kirsten Schmieding 971.321.8777
Florida: South of I-10	Brian Armstrong 813.878.0267	Max Fonts 971.321.6686
Louisiana; Mississippi; Alabama: Mobile and Gulf Coast to Jacksonville, Florida	Daniel Marshall 985.778.6654	Nicole Bryson 971.321.3611
North and South Dakota; Iowa (Northeast only); Minnesota; Wisconsin: western corridor bordering Minnesota and Iowa	Rick Merwin 612.360.1156	Kevin MacMillan 971.321.6557
Ohio: Central and Southern; Indiana: Southern; Kentucky	Kate Tubesing 513.814.7682	Henoch Tezera 971.321.3337
North Carolina; South Carolina; Tennessee; Georgia; Alabama (except Mobile and Gulf Coast)	Chris Weekley 770.865.6972	Henoch Tezera 971.321.3337
Illinois: Chicago and northern suburbs; Wisconsin: Milwaukee, Green Bay, Appleton and surrounding areas	Mike Flahaven 847.217.2725	Matt Kehl 971.321.4755
Illinois: Western and southern Chicago suburbs; Indiana: Northern (including Fort Wayne); Michigan: Southwest corner (including Kalamazoo); Wisconsin: Madison, Janesville and surrounding areas	Chris Hale 224.422.7052	Matt Kehl 971.321.4755
New York: Upstate west; Ohio: Northern; West Virginia; Pennsylvania: Western	Brian Forneris 440.344.8867	Miriam Carreno 971.321.2613
Michigan (except southwest corner and Kalamazoo)	Matt Daniels 248.260.8501	Miriam Carreno 971.321.2613
Connecticut; Massachusetts; Maine; New Hampshire; New York: Upstate east; Rhode Island; Vermont	Seth Marsters 781.756.3424	Katherine Bass 971.321.0774
New Jersey; Pennsylvania: Eastern; Virginia; Maryland; Washington DC; Delaware; New York: Long Island; Manhattan	Bob Burke 401.617.5855	Katherine Bass 971.321.0774