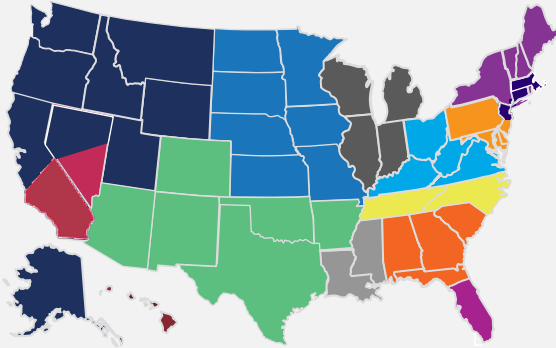


Market-Linked Product Wholesaler Territories: Independent/Regional Channel



Chris Mee
Head of Distribution
561.361.1206
cmee@insperex.com



Pat Dwyer
Key Accounts Manager
561.325.5873
pdwyer@insperex.com

Sales Desk:
888.849.5732
advisorsupport@insperex.com



Bob McDermott
National Sales Manager
External Sales
617.833.9273
bmcdermott@insperex.com



Holly Manning
National Sales Manager
Internal Sales
561.416.6117
manningh@insperex.com



Chris Gamber
Advanced Markets Consultant
561.416.6133
cgamber@insperex.com



AK, N. CA, ID, MT, N. NV, OR, UT, WA, WY

Lawrence DeMarco * **Phil Choi ****
415.948.7818 561.416.6171
ldemarco@insperex.com pchoi@insperex.com



LA, MS

John Blanton * **Mark Solimando ****
713.724.4141 561.416.6164
jblanton@insperex.com msolimando@insperex.com



KY, OH, VA, WV

Mac McGarity * **Rafael Lamo Arbelaez ****
571.730.0324 561.416.6165
mmcgarity@insperex.com rlamolamo@insperex.com



S. CA, HI, S. NV

Patrick McSherry * **Jon Jimenez ****
213.392.3923 561.416.6166
pmcsherry@insperex.com jjimenez@insperex.com



AL, N. FL, GA, SC

John Marone * **Gabe Gonzalez ****
561.325.0247 561.416.6114
jmarone@insperex.com ggonzalez@insperex.com



DC, DE, MD, S. NJ, PA

Sean Babik * **Tom Cooney ****
410.241.7595 561.416.6173
sbabik@insperex.com tcooney@insperex.com



AR, AZ, CO, OK, NM, TX

Dan Coates * **John Hunter ****
817.876.8419 561.416.6119
dcoates@insperex.com jhunter@insperex.com



S. FL

David Bottom * **Wayne Barrett ****
407.516.0629 561.416.6112
dbottom@insperex.com wbarrett@insperex.com



ME, NH, Upstate & Long Island NY, RI, VT

John Swenson * **Peter Lewandowski ****
508.208.1351 561.416.6119
jswenson@insperex.com plewandowski@insperex.com



IA, KS, MN, MO, ND, NE, SD

Tim Maltby * **Adrian Reyes ****
816.500.9492 561.416.6172
tmaltby@insperex.com areyes@insperex.com



TN, NC

Dave Herron * **Marcel Camet ****
704.942.8519 561.416.6161
dherron@insperex.com mcamet@insperex.com



CT, MA, N. NJ, Metro NY

George Mahassel * **Joey Cagno ****
508.221.1381 561.416.6116
gmahassel@insperex.com jmcagno@insperex.com



IL, IN, MI, WI

Dorian Moros * **Kurt Minott ****
312.636.1552 561.416.6167
dmoros@insperex.com kminott@insperex.com

*Regional Vice President / External Wholesaler **Internal Wholesaler