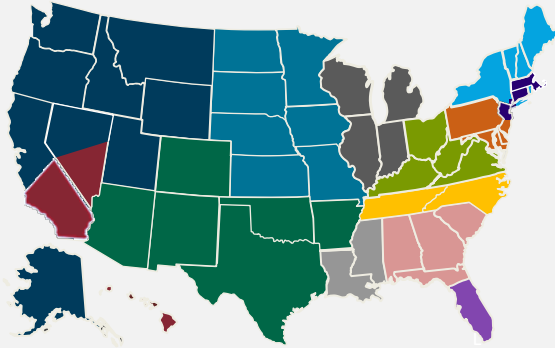


Market-Linked Product Wholesaler Territories: Independent/Regional Channel



Chris Mee
Head of Distribution
(561) 361-1206
cmee@incapital.com



Pat Dwyer
Key Accounts Manager
(561) 325-5873
pdwyer@incapital.com

Sales Desk:
888-849-5732
AdvisorSupport@incapital.com



Bob McDermott
National Sales Manager
External Sales
(617) 833-9273
bmcdermott@incapital.com



Holly Manning
National Sales Manager
Internal Sales
(561) 416-6117
manningh@incapital.com



Chris Gamber
Advanced Markets Consultant
(561) 416-6133
cgamber@incapital.com



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

Lawrence DeMarco * (415) 948-7818
ldemarco@incapital.com
Marcel Camet ** (561) 416-6171
mcamet@incapital.com



LA, MS

John Blanton * (713) 724-4141
jblanton@incapital.com
Mark Solimando ** (561) 416-6164
msolimando@incapital.com



KY, OH, VA, WV

Mac McGarity * (571) 730-0324
mmcgarity@incapital.com
Rafael Lamo ** (561) 416-6165
rlamo@incapital.com



S. CA, HI, S. NV

Patrick McSherry * (213) 392-3923
pmcsherry@incapital.com
Jon Jimenez ** (561) 416-6166
jjimenez@incapital.com



AL, N. FL, GA, SC

John Marone * (561) 325-0247
jmarone@incapital.com
Kadi Pallastrone ** (561) 416-6114
kpallastrone@incapital.com



DC, DE, MD, S. NJ, PA

Sean Babik * (410) 241-7595
sbabik@incapital.com
Tom Cooney ** (561) 416-6173
tcooney@incapital.com



AR, AZ, CO, OK, NM, TX

Dan Coates * (817) 876-8419
dcoates@incapital.com
John Hunter ** (561) 416-6119
jhunter@incapital.com



S. FL

David Bottom * (407) 516-0629
dbottom@incapital.com
Wayne Barrett ** (561) 416-6112
wbarrett@incapital.com



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

John Swenson * (508) 208-1351
jswenson@incapital.com
Peter Lewandowski ** (561) 416-6119
plewandowski@incapital.com



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

Tim Maltby * (816) 500-9492
tmaltby@incapital.com
Adrian Reyes ** (561) 416-6172
areyes@incapital.com



TN, NC

Dave Herron * (704) 942-8519
dherron@incapital.com
Simon Sassine ** (561) 416-6161
ssassine@incapital.com



CT, MA, N. NJ, Metro NY

George Mahassel * (508) 221-1381
gmahassel@incapital.com
Joey Cagno ** (561) 416-6116
joey.cagno@incapital.com



IL, IN, MI, WI

Dorian Moros * (312) 636-1552
dmoros@incapital.com
Haris Heto ** (561) 416-6167
hheto@incapital.com

*Regional Vice President / External Wholesaler **Internal Wholesaler