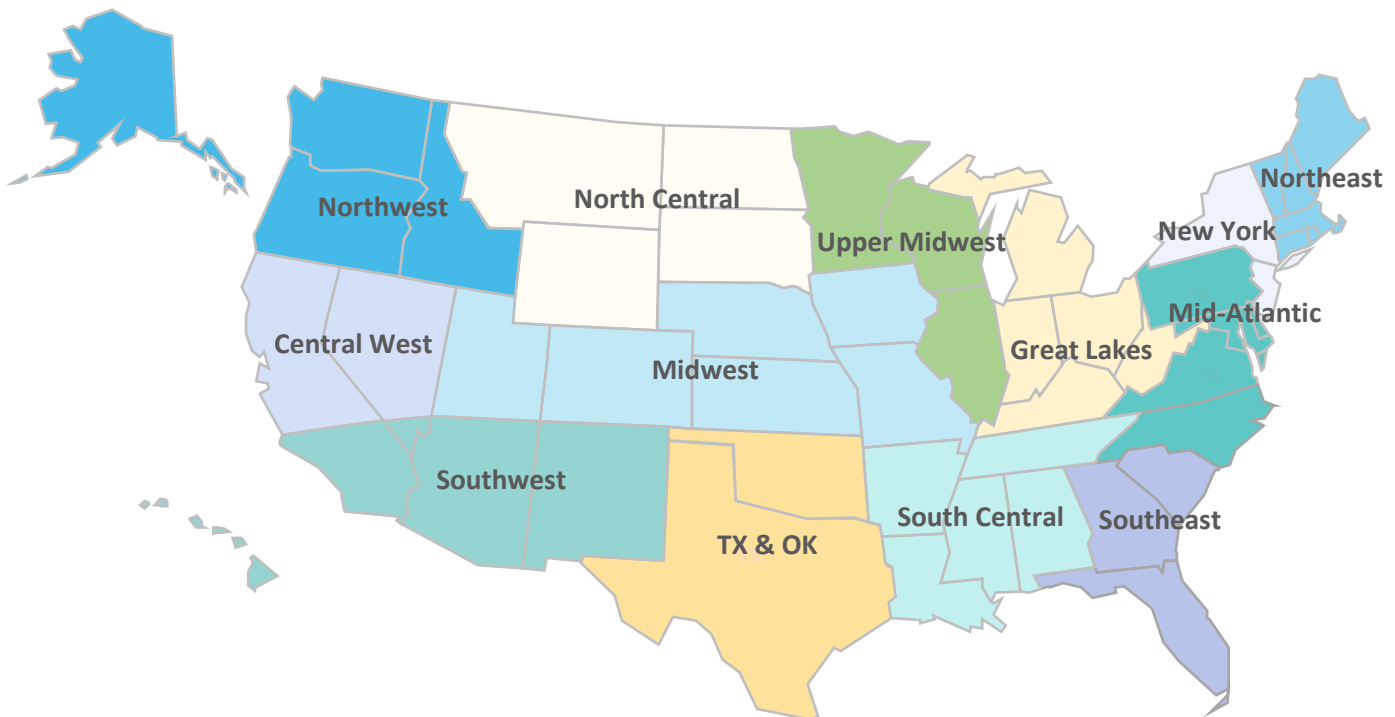


Workforce Benefits Regional Sales Map and Contact Sheet



REGION	REGIONAL SALES MANAGER
Great Lakes – East TN, IN, KY, MI, OH, WV	Scott Aniel Scott.Aniel@PacificLife.com (248) 561-5880
Mid-Atlantic – DC, DE, MD, NC, PA, VA	Justin Zimmerman Justin.Zimmerman@PacificLife.com (919) 745-9319
South Central – AL, AR, LA, MS, West TN	Sidney Kidder Sidney.Kidder@PacificLife.com (662) 292-0939
Southeast – FL, GA, SC	Jason Addy Jason.Addy@PacificLife.com (803) 667-0914
Texas & Oklahoma – OK, TX	Jeff Sterling Jeff.Sterling@PacificLife.com (972) 214-8700
Upper Midwest – IL, WI, MN	Greg Hodge Greg.Hodge@PacificLife.com (630) 222-1713
Central West – No. CA, Reno NV	TBD
Midwest – IA, KS, MO, NE, CO, UT	TBD
New York – NJ, NY	TBD
North Central – MT, ND, SD, WY	TBD
Northeast – CT, MA, ME, NH, RI, VT	TBD
Northwest – AK, ID, OR, WA	TBD
Southwest – AZ, So. CA, Las Vegas NV, NM	TBD

Sales Representatives

GREAT LAKES		Regional Sales Manger: Scott Aniel
Eastern Michigan, Upper Peninsula	Scott Aniel Scott.Aniel@PacificLife.com (248) 561-5880	
Western Michigan, Northwest Michigan	Dawn Brown Dawn.Brown@PacificLife.com (616) 446-0072	
Ohio, West Virginia	Shawn Krysty Shawn.Krysty@PacificLife.com (216) 402-4124	
Ohio, Kentucky, Indiana	Zack Smelcer Zack.Smelcer@PacificLife.com (317) 935-9678	
MID-ATLANTIC		Regional Sales Manager: Justin Zimmerman
Delaware, Maryland, Pennsylvania, District of Columbia	TBD	
North Carolina (Charlotte, Winston Salem, Greensboro)	Jeremiah Buck Jeremiah.Buck@PacificLife.com (704) 287-8786	
Virginia, North Carolina	Nick Margherio Nick.Margherio@PacificLife.com (314) 255-6984	
SOUTH CENTRAL		Regional Sales Manager: Sidney Kidder
Mississippi & West Tennessee	Sidney Kidder Sidney.Kidder@PacificLife.com (662) 292-0939	
Arkansas	Jamie O'Connor Jamie.Oconnor@PacificLife.com (248) 978-4571	
Louisiana	Katie Holt Katie.Holt@PacificLife.com (225) 298-9719	
Tennessee	Eric Beaven Eric.Beaven@PacificLife.com (615) 218-8322	
Alabama	TBD	
SOUTHEAST		Regional Sales Manager: Jason Addy
Georgia	Rick Parsons Rick.Parsons@PacificLife.com (706) 810-3958	
Florida	Brian Grisanti Brian.Grisanti@PacificLife.com (407) 227-8816	
South Carolina	Nick Brown Nick.Brown2@PacificLife.com (803) 322-1992	
TEXAS & OKLAHOMA		Regional Sales Manager: Jeff Sterling
North Texas: Dallas, Fort Worth	Matt Davis Matt.Davis@PacificLife.com (817) 773-5502	
South Texas: San Antonio, Austin, Houston	Kirby Matocha Kirby.Matocha@PacificLife.com (713) 899-4156	
Oklahoma	Travis Martin Travis.Martin@PacificLife.com (214) 842-3790	
UPPER MIDWEST		Regional Sales Manager: Greg Hodge
Illinois	TBD	
Minnesota, Wisconsin	TBD	
CENTRAL WEST		Regional Sales Manager: TBD
Northern California, Reno Nevada	TBD	
MIDWEST		Regional Sales Manager: TBD
Nebraska	Tammy Martin Tammy.Martin@PacificLife.com (949) 375-0789	
West Missouri	Andy Engelmann Andy.Engelmann@PacificLife.com (913) 522-1247	
East Missouri	Annie Kremer Annie.Kremer@PacificLife.com (618) 960-1684	
Colorado, Utah	Brody Kelley Brody.Kelley@PacificLife.com (978) 857-3596	
Kansas, Iowa	TBD	
NEW YORK		Regional Sales Manager: TBD
New Jersey, New York	TBD	
NORTH CENTRAL		Regional Sales Manager: TBD
Montana, North Dakota, South Dakota, Wyoming	TBD	
NORTHEAST		Regional Sales Manager: TBD
Connecticut, Massachusetts, Maine, New Hampshire, Rhode Island, Vermont	TBD	
NORTHWEST		Regional Sales Manager: TBD
Alaska, Idaho, Oregon, Washington	TBD	

Sales Representatives (cont.)

SOUTHWEST	Regional Sales Manager: TBD
Arizona, San Diego CA, Las Vegas NV	Natalie Hagan Natalie.Hagan@PacificLife.com (913) 787-1853
Southern California, New Mexico	TBD

Account Management

ACCOUNT EXECUTIVES	
Upper Midwest, Midwest, South Central, Southwest	Steph Klosiewski Stephanie.Klosiewski@pacificlife.com (949) 219-3355
Great Lakes, TX & OK, NEP	Kayla Kozuch Kayla.Kozuch@pacificlife.com (949) 219-3737
Southeast & Mid-Atlantic	Ally Cardello Ally.Cardello@PacificLife.com (980) 556-2975
OTHER	
National Accounts	Karla Herley Karla.Herley@pacificlife.com (402) 340-8001
General Agency/Technology Partners	William Schneider William.Schneider@PacificLife.com (207) 751-3138
NEP National Relationship	Michael Crispi Michael.Crispi@PacificLife.com (631) 455-1739