

# Retirement Plans Sales Team



Partnering for Results

The Standard has served retirement plans since 1932. Our offering includes 401(k), profit sharing, money purchase, 403(b), 457, defined benefit, cash balance and pooled employer plans. We work closely with advisors and third-party administrators to deliver high quality solutions to a wide range of employers, including corporations, governmental agencies and not-for-profit organizations.

## Our Field Sales Teams

Territory Map

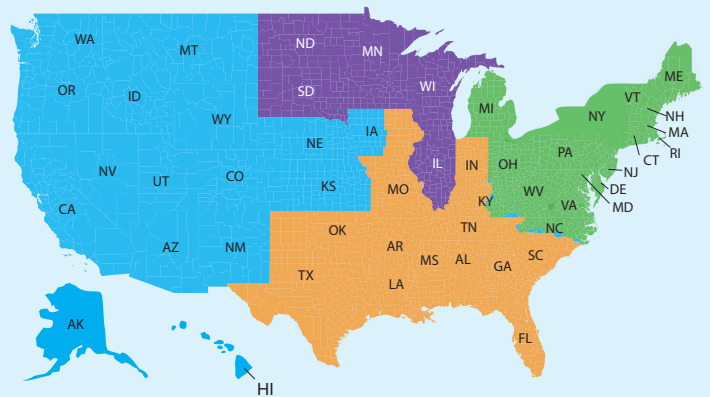
### National Support



Contact us at  
Partnersupport@standard.com  
or 844.239.3561



For more information visit  
standard.com/advisor



National Accounts	Contact Information	Title
<a href="#">Albert Maixner</a>	314.964.1440	National Accounts Sales Director
<a href="#">John Erickson</a>	651.380.8122	National Accounts Sales Director
<a href="#">Mary Ann McCormack</a>	845.772.5154	National Accounts Sales Director
<a href="#">Michael Teigland</a>	515.513.9730	National Accounts Sales Director
<a href="#">Patrick Bushlack</a>	651.677.0946	National Accounts Sales Director
TPA National Sales Team	Contact Information	Title
<a href="#">Matt King</a>	860.550.2917	National TPA Sales Director
<a href="#">Trevor Roberts</a>	971.321.4288	National TPA Sales Manager

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## WESTERN DIVISION

**Brody Geist** Divisional Vice President 720.786.2703

Sales Team	Territory	Internal Support
Open	Los Angeles	<a href="#">Tim Cooper</a> 971.321.8991
<a href="#">Ashley Pizer</a> 480.204.5612	Southwest	<a href="#">Rafael Alicea</a> 971.321.6358
<a href="#">Benjamin Standish</a> 415.916.6488	SF, Silicon Valley, Wine Country & Hawaii	<a href="#">Regina Weckwerth</a> 971.321.7941
<a href="#">Brad Weber</a> 623.202.7580	Colorado & Wyoming	<a href="#">Rafael Alicea</a> 971.321.6358
<a href="#">Chris Wolfe</a> 602.574.8513	Oregon & Utah	<a href="#">Alison Rainer</a> 971.321.7696
<a href="#">Doug Beardslee</a> 913.671.0143	Kansas, Nebraska & West Iowa	<a href="#">Sean Beere</a> 971.321.8993
<a href="#">Stephen Schaefer</a> 916.639.9849	Central California	<a href="#">Ken Trent</a> 971.321.2335
<a href="#">Scott Harrison</a> 818.319.8074	Southern California	<a href="#">Tim Cooper</a> 971.321.8991
<a href="#">Travis Fossati</a> 503.317.4856	Alaska, Washington, Montana & Idaho	<a href="#">Regina Weckwerth</a> 971.321.7941

## CENTRAL DIVISION

**Jack Woolnough** Divisional Vice President 817.455.8811

Sales Team	Territory	Internal Support
<a href="#">Brian Hordichuk</a> 704.438.0805	NC, SC & SE Atlantic Coast	<a href="#">Ian Powell</a> 513.878.2173
<a href="#">Kevin White</a> 615.917.7840	TN and MS	<a href="#">Grant Tyson</a> 971.321.0603
<a href="#">Chris Weekley</a> 770.865.6972	Georgia & Alabama	<a href="#">Collin Dennis</a> 470.457.1757
<a href="#">Craig Shrack</a> 317.618.1050	Indiana & Western Kentucky	<a href="#">Collin Dennis</a> 470.457.1757
<a href="#">Lauren Davi</a> 314.639.4639	MO, Eastern Iowa and Arkansas	<a href="#">Alecia Unkel</a> 303.639.4639
<a href="#">Jared Hyman</a> 971.321.0184	Central Florida & the Panhandle	<a href="#">Matt Kehl</a> 971.321.4755
Open	Fort Worth, West Texas & Oklahoma	<a href="#">JP Cain</a> 971.321.8999
<a href="#">Randy Cater</a> 281.517.5479	South Texas & Gulf Coast	<a href="#">Alecia Unkel</a> 303.639.4639
<a href="#">Shannon Birkes</a> 214.769.6164	Dallas, East Texas	<a href="#">JP Cain</a> 971.321.8999
<a href="#">Jim Gilligan</a> 772.214.6422	South Florida	<a href="#">Ian Powell</a> 513.878.2173

## EASTERN DIVISION

**Derek Fuller** Divisional Vice President 630.338.9385

Sales Team	Territory	Internal Support
<a href="#">Brian Stubbs</a> 267.347.9234	Five Boroughs, Long Island, New York, New Jersey, Delaware & Eastern Shore MD	<a href="#">Mark Pirrone</a> 971.321.8377
<a href="#">Michael Sperduto</a> 724.812.2433	Western New York, Western Pennsylvania & Northeast Ohio	<a href="#">Katie Duritsch</a> 513.826.3990
<a href="#">Molly Kuchan</a> 614.307.6713	Ohio, West Virginia & East Kentucky	<a href="#">Katie Duritsch</a> 513.826.3990
<a href="#">Rhonda Troszak</a> 231.670.0798	Michigan	<a href="#">Matt Kehl</a> 971.321.4755
<a href="#">Robert Edgar</a> 781.421.8745	Connecticut, Rhode Island & Cape Cod	<a href="#">Jack Lavin</a> 971.321.6461
Open	Maryland & Washington, DC	<a href="#">Jack Lavin</a> 971.321.6461
<a href="#">Mathew Nesbitt</a> 701.430.3492	Virginia	<a href="#">Sean Beere</a> 971.321.8993
<a href="#">Seth Marsters</a> 781.801.0486	Upstate New York, Boston, Western MA, VT, NH & ME	<a href="#">Mike Mezzina</a> 971.321.6659
<a href="#">Thomas Blake</a> 215.356.9199	Eastern Pennsylvania	<a href="#">Mark Pirrone</a> 971.321.8377

## MIDWEST DIVISION

**Steve Chappell** VP, Distribution 847.533.1985

Sales Team	Territory	Internal Support
<a href="#">David Foley</a> 312.805.2703	Chicago, East Wisconsin	<a href="#">Zach Connell</a> 971.321.8990
<a href="#">Eric F. Schneeman</a> 651.279.1906	Upper Midwest	<a href="#">Jennie Bergerson</a> 971.321.4412
<a href="#">Eric Fox</a> 651.302.3428	Upper Midwest	<a href="#">Jennie Bergerson</a> 971.321.4412
<a href="#">Erik Hermann</a> 773.322.6426	Illinois, Central Wisconsin	<a href="#">Zach Connell</a> 971.321.8990
<a href="#">Marc Olson</a> 715.577.3351	Upper Midwest, West Wisconsin	<a href="#">Jennie Bergerson</a> 971.321.4412

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