

ING U.S. Corporate Markets

Independent/National Brokerage Channel Territories



Northeast Territory –SVP: Pat Bello (212) 309-5970

230 Park Ave. 14th floor, New York, NY 10169

Head of Inside Sales: Thomas Fleming (860) 580-2113

Key:

Bold = National Brokerage Channel

Unbold = Independent Channel

Territory	Internal Wholesaler	RVP of Sales
Connecticut (National Brokerage & Independent Channel)	Scott Hankard Scott.Hankard@us.ing.com (860) 580-2507	Terry Donohue (860) 580-2595 One Orange Way Windsor, CT 06095
NY (excluding NYC area), VT (National Brokerage & Independent Channel)	Scott Hankard Scott.Hankard@us.ing.com (860) 580-2507	Nick Wilson (315) 289-7549 440 South Warren Street Ste. 603 Syracuse, NY 13202
MA, NH, RI (National Brokerage & Independent Channel)	Carl Gustafson Carl.Gustafson@us.ing.com (860) 580-3346	John Briere (617) 376-4956 230 Park Avenue, 14 th FL New York, NY 10169
MA, NH, ME (National Brokerage & Independent Channel)	Carl Gustafson Carl.Gustafson@us.ing.com (860) 580-3346	Bill Kelly (617) 312-1582 230 Park Avenue, 14 th FL New York, NY 10169
Metro NY, Long Island	Eric Gibbs Eric.Gibbs@us.ing.com (860) 580-1540	Patrick Ruane (212) 309-5951 230 Park Avenue, 14 th FL New York, NY 10169
Long Island	Eric Gibbs Eric.Gibbs@us.ing.com (860) 580-1540	Diane L. Pajer (516) 942-3843 440 S. Warren Street Ste. 603 Syracuse, New York 13202
Metro NY, Long Island	Kim Glanovsky Kim.Glanovsky@us.ing.com (860) 580-2647	Kevin McLoughlin (212) 309-5929 230 Park Avenue, 14 th FL New York, NY 10169
Northern & Central NJ – (Independent) Central NJ – (National Brokerage)	Philip Resnisky Philip.Resnisky@us.ing.com (860) 580-2407	Randall Iovino (201) 951-1296 Chris Felago (732) 516-8416 230 Park Avenue, 14 th FL New York, NY 10169
NYC, Long Island, North NJ	Kim Glanovsky Kim.Glanovsky@us.ing.com (860) 580-2647	Craig Castner (908) 883-0846 230 Park Avenue, 14 th FL New York, NY 10169

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Central/Mid-Atlantic –SVP: Frank Snodgrass (615) 371-7097

9020 Overlook Blvd. Suite 100, Brentwood, TN 37027

Head of Inside Sales: Thomas Fleming (860) 580-2113

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Territory	Internal Wholesaler	RVP of Sales
DE, Southern NJ, Southeast PA(Philly) (National Brokerage & Independent Channel)	Emil Trueh Emil.Trueh@us.ing.com (301) 486-3432	Tony McMasters (610) 564-4902 101 W Elm St Ste. 100 Conshohocken, PA 19428
Maryland, D.C.	Matt Stuart Matthew.Stuart3@us.ing.com (860) 580-3078	Jon Wainman (443) 510-0080 7701 Greenbelt Road Greenbelt, MD 20770
Tennessee (National Brokerage & Independent Channel)	Jack Velasquez Jack.Velasquez@us.ing.com (860) 580-4346	Bryan McCain (615) 299-6159 9020 Overlook Blvd. Ste. 100 Brentwood, TN 37027
KY, Southern OH (National Brokerage & Independent Channel)	Jack Velasquez Jack.Velasquez@us.ing.com (860) 580-4346	Dean Spalding (502) 339-4536 1700 Lyons Rd Dayton, OH 45458
Northern OH (National Brokerage & Independent Channel)	Scott Groueten Scott.Groueten@us.ing.com (860) 580- 2618	David Kovacs (216) 447-3762 6450 Rockside Woods Blvd. Ste. 100 Cleveland, OH 44131
West Virginia – (Independent) Western PA - (National Brokerage & Independent Channel)	Eileen Kernan Eileen.Kernan@us.ing.com (860) 580-2442	Nick Barcelona (215) 817-9935 1001 Liberty Ave. Liberty Center Pittsburgh, PA 15222
Central & Northeast PA (National Brokerage & Independent Channel)	Emil Trueh Emil.Trueh@us.ing.com (301) 486-3432	Cathy Snyder (800) 755-8831 9020 Overlook Blvd. Ste. 100 Brentwood, TN 37027
Virginia – (Independent) North Carolina – (National Brokerage & Independent Channel)	Eileen Kernan Eileen.Kernan@us.ing.com (860) 580-2442	Bryan Schultheis (704) 999-3664 9020 Overlook Blvd. Ste. 100 Brentwood, TN 37027
DC, VA, DE, MD, WV	Kevin More Kevin.More@us.ing.com (732) 514-8539	Catherine Kennedy (732) 514-8517 230 Park Avenue, 14th FL New York, NY 10169

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Central/Southeast Territory – SVP: George Lessner (972) 643-6399
 1544 Dallas Parkway, Suite 1250 Addison, TX 75001
Head of Inside Sales: Thomas Fleming (860) 580-2113

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Territory	Internal Wholesaler	RVP of Sales
Central & Northeast FL, Tampa (National Brokerage & Independent Channel)	Kevin More Kevin.More@us.ing.com (732) 514-8539	Jason Hamilton (813) 281-3725 1715 N. West Shore Blvd. Suite 300 Tampa, FL 33607
Southern AL, Southern GA, Southern MS	Lee Copson Lee.Copson@us.ing.com (860) 580-1548	Claudia Guild (770)541-3122 5780 Powers Ferry Road NW Atlanta, GA 30327
Northern AL, Northern GA, South Carolina	Lee Copson Lee.Copson@us.ing.com (860) 580-1548	Ross Sims (770)541-3121 5780 Powers Ferry Road NW Atlanta, GA 30327
Southern LA, Northern FL, Southwest FL (National Brokerage & Independent Channel)	Barrington Gordon Barrington.Gordon@us.ing.com (860) 580-1868	Richard Piazza (813) 281-3722 1715 N. West Shore Blvd. Ste. 300 Tampa, FL 33607
Tampa, Southeast FL, (National Brokerage & Independent Channel)	Barrington Gordon Barrington.Gordon@us.ing.com (860) 580-1868	Bruce Cobey (813) 376-1231 1715 N. West Shore Blvd. Ste. 300 Tampa, FL 33607
Northern TX, Northern LA, Northern MS	Gilles Hudelot Gilles.Hudelot@us.ing.com (972) 643-6394	Bill Cronin (972) 643-6340 15455 Dallas Parkway Ste. 1250 Addison, TX 75001
Houston, Southeast TX, Southwest LA	Alison McDermott Alison.Mcdermott@us.ing.com (972) 643-6310	Kevin Creager (832) 428-8593 2900 North Loop West Ste. 180 Houston, TX 77092
Austin, San Antonio, Central & Southern TX	Alison McDermott Alison.Mcdermott@us.ing.com (972) 643-6310	Keith Blackmon (832) 372-2027 10902 Stonelake Blvd. 1 st Fl Quarry Oaks Austin, TX 78759
Kansas – (National Brokerage) OK, AR – (Independent)	Damian Sienkiewicz Damian.Sienkiewicz@us.ing.com (816) 434-5240	Jesse Hernandez (913) 661-3767 10740 Nall Avenue Ste. 120 Overland Park, KS 66211
GA, AL, MS, SC	Matt Stuart Matthew.Stuart3@us.ing.com (860) 580-3078	Ray Rodriguez (404)210-0636 9020 Overlook Blvd. Ste. 100 Brentwood, TN 37027
TX, LA, OK, AR	Gilles Hudelot Gilles.Hudelot@us.ing.com (972) 643-6394	Kellie Elder

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Independent/National Brokerage Channel Territories



North Central Territory – SVP: Todd Smiser (630) 245-4012

2525 Cabot Drive Suite 100, Lisle, IL 60532

Head of Inside Sales: Thomas Fleming (860) 580-2113

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Territory	Internal Wholesaler	RVP of Sales
MN, ND, SD (National Brokerage & Independent Channel)	Brenda Glasscock Brenda.Glasscock@us.ing.com (206) 676-6140	Jon Michelizzi (952) 270-1823 100 Washington Square Ste. 1700 Minneapolis, MN 55401
Wisconsin	Greg Simonetta Gregory.Simonetta@us.ing.com (860) 580-2606	Tom Bejvan (414) 803-3077 2525 Cabot Drive Ste. 100 Lisle, IL 60532
Northern IL, Chicago	Greg Simonetta Gregory.Simonetta@us.ing.com (860) 580-2606	Interim Coverage: Todd Smiser (630) 245-4012
Northern IL, Chicago	Chris Sokolowski Chris.Sokolowski@us.ing.com (630) 245-4027	Dany Yonan (630) 245-4068 2525 Cabot Drive Ste. 100 Lisle, IL 60532
Michigan (National Brokerage & Independent Channel)	Scott Grouten Scott.Grouten@us.ing.com (860) 580- 2618	Rhonda Wentworth (248) 208-6001 26957 Northwestern Highway Ste. 150 Southfield, MI 48033
Nebraska, Iowa – (Independent) Missouri – (National Brokerage & Independent Channel)	Damian Sienkiewicz Damian.Sienkiewicz@us.ing.com (816) 434-5240	David Price (877) 711-4104 2357 Sterling Pointe Chesterfield, MO 63005
Indiana	Chris Sokolowski Chris.Sokolowski@us.ing.com (630) 245-4027	Mike Quigley (866) 360-2735 15455 Dallas Parkway Ste. 1250 Addison, TX 75001
Michigan (National Brokerage & Independent Channel)	Abdiel Ellis Abdiel.Ellis@us.ing.com (732) 514-8538	Pete Falkowski (248) 592-1636 15455 Dallas Pkwy Ste. 1250 Addison, TX 75001
IL, WI, IA, NE	Giancarlo DiRoma Giancarlo.DiRoma@us.ing.com (860) 580-1528	Larry Boesch (262) 993-2239 15455 Dallas Pkwy Ste. 1250 Addison, TX 75001

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Western Territory – SVP - Brad Vaughan (206) 676-6143

520 Pike Street, Suite 2510 Seattle, WA 98101

Head of Inside Sales: Thomas Fleming (860) 580-2113

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OR, AK, WA – (Independent) Montana - (National Brokerage & Independent Channel)	Brenda Glasscock Brenda.Glasscock@us.ing.com (206) 676-6140	Steve McNeill (503) 799-2535 200 SW Market Street Ste. 1700 Portland, OR 98101
Southern CA, Los Angeles	Dan Fowler Dan.Fowler@us.ing.com (818) 265-4701	Chris Haddad (949) 748-9566 4082 Rivoli Newport Beach, CA 92660
Northern CA (Monterey, Fresno)	Tim Gordon Timothy.Gordon@us.ing.com (860) 580-2504	Allison Bryant (925) 416-2821 Tim Susoev (415) 264-3927 6140 Stoneridge Mall Road Ste. 150 Pleasanton, CA 94588
Southern CA, Orange County	Dan Fowler Dan.Fowler@us.ing.com (818) 265-4701	James Moore (714) 393-0093 801North Brand Blvd. Ste. 710 Glendale, CA 91203
NM – (Independent) AZ, Southern NV - (National Brokerage & Independent Channel)	Eric White Eric.White@us.ing.com (860) 580-2695	Mark Newcomb (623) 341-6972 520 Pike Street Ste. 2510 Seattle, WA 98101
San Diego, HI (National Brokerage & Independent Channel)	Jon Savona Jonathan.Savona@us.ing.com (860) 580-2773	John Conway (760) 443-5436 1397 Rock Court San Marcos, CA 92078
CO, UT, ID, WY	Jon Savona Jonathan.Savona@us.ing.com (860) 580-2773	Brandy Goodnow (720) 384-4030 520 Pike Street Ste. 2510 Seattle, WA 98101
Northern CA, Northern NV	Giancarlo DiRoma Giancarlo.DiRoma@us.ing.com (860) 580-1528	Geoff Liggett (415) 724-0392 6140 Stoneridge Mall Road Ste. 150 Pleasanton, CA 94588
Southern CA	Abdiel Ellis Abdiel.Ellis@us.ing.com (732) 514-8538	Bob Voeste (310) 320-4012 520 Pike Street Ste. 2510 Seattle, WA 98101
CO, WY, NM, UT, OR, WA, AK	Eric White Eric.White@us.ing.com (860) 580-2695	Vincent Vicidomini (303) 457-5214 520 Pike Street Ste. 2510 Seattle, WA 98101