

# Market-Linked Product Sales Team

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

Lawrence DeMarco  
Regional Vice President  
415.948.7818  
[ldemarco@insperex.com](mailto:ldemarco@insperex.com)



Jake McCabe  
Associate Vice President  
561.416.6171  
[jmccabe@insperex.com](mailto:jmccabe@insperex.com)



Tiana Okolichany  
Internal Wholesaler  
561.416.6166  
[tokolichany@insperex.com](mailto:tokolichany@insperex.com)



## MI, IN

Alec Petterson  
Regional Vice President  
561.595.8010  
[apetterson@insperex.com](mailto:apetterson@insperex.com)



Joe Cagno  
Associate Vice President  
561.416.6155  
[jmcagno@insperex.com](mailto:jmcagno@insperex.com)



Kevin Abel  
Internal Wholesaler  
561.416.6169  
[kabel@insperex.com](mailto:kabel@insperex.com)



## S. CA, HI, S. NV

Patrick McSherry  
Regional Vice President  
818.299.6725  
[pmscherry@insperex.com](mailto:pmscherry@insperex.com)



Jake McCabe  
Associate Vice President  
561.416.6171  
[jmccabe@insperex.com](mailto:jmccabe@insperex.com)



Stephan Dauzat  
Internal Wholesaler  
561.416.6161  
[sdauzat@insperex.com](mailto:sdauzat@insperex.com)



## KY, OH, VA, WV

Mac McGarity  
Senior Vice President  
571.730.0324  
[mmcgarity@insperex.com](mailto:mmcgarity@insperex.com)



Joe Cagno  
Associate Vice President  
561.416.6155  
[jmcagno@insperex.com](mailto:jmcagno@insperex.com)



Frayser Wall  
Internal Wholesaler  
561.416.6165  
[fwall@insperex.com](mailto:fwall@insperex.com)



## AZ, NM, CO

John Hunter  
Regional Vice President  
561.430.1640  
[jhunter@insperex.com](mailto:jhunter@insperex.com)



Jacob Edney  
Associate Vice President  
561.416.6124  
[jedney@insperex.com](mailto:jedney@insperex.com)



Frantz Pierre  
Internal Wholesaler  
561.416.6134  
[fpierre@insperex.com](mailto:fpierre@insperex.com)



## ME, NH, Upstate & LI, MA, NY, RI, VT – IBD CT, MA, ME, NH, NY, RI, VT – Bank

John Swenson  
Senior Vice President  
508.208.1351  
[jswenson@insperex.com](mailto:jswenson@insperex.com)



Matthew Post  
Associate Vice President  
561.416.6116  
[mpost@insperex.com](mailto:mpost@insperex.com)



Brendan Femiano  
Internal Wholesaler  
561.416.6169  
[bfemiano@insperex.com](mailto:bfemiano@insperex.com)



## AR, LA, OK, TX

Dan Coates  
Senior Vice President  
817.876.8419  
[dcoates@insperex.com](mailto:dcoates@insperex.com)



Jacob Edney  
Associate Vice President  
561.416.6124  
[jedney@insperex.com](mailto:jedney@insperex.com)



Jett Bond  
Internal Wholesaler  
561.416.6123  
[jbond@insperex.com](mailto:jbond@insperex.com)



## CT, N. NJ, Metro NY – IBD

Tom Cooney  
Regional Vice President  
561.569.1549  
[tcooney@insperex.com](mailto:tcooney@insperex.com)



Matthew Post  
Associate Vice President  
561.416.6116  
[mpost@insperex.com](mailto:mpost@insperex.com)



Ben McCormack  
Internal Wholesaler  
561.416.6168  
[bmccormack@insperex.com](mailto:bmccormack@insperex.com)



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

Tim Maltby  
Regional Vice President  
816.500.9492  
[tmaltby@insperex.com](mailto:tmaltby@insperex.com)



Joe Rolander  
Associate Vice President  
561.416.6178  
[jrolander@insperex.com](mailto:jrolander@insperex.com)



Jake Marwede  
Internal Wholesaler  
561.416.6172  
[jmarwede@insperex.com](mailto:jmarwede@insperex.com)



## DC, DE, MD, PA, NJ – Bank S. NJ – IBD

Sean Babik  
Senior Vice President  
410.241.7595  
[sbabik@insperex.com](mailto:sbabik@insperex.com)



Mark Solimando  
Associate Vice President  
561.416.6164  
[msolimando@insperex.com](mailto:msolimando@insperex.com)



Don Shaffer  
Internal Wholesaler  
561.416.6173  
[dshaffer@insperex.com](mailto:dshaffer@insperex.com)



## IL, WI

Dorian Moros  
Regional Vice President  
312.636.1552  
[dmoros@insperex.com](mailto:dmoros@insperex.com)



Mark Solimando  
Associate Vice President  
561.416.6164  
[msolimando@insperex.com](mailto:msolimando@insperex.com)



Danny Coates  
Internal Wholesaler  
561.416.6167  
[dcoates@insperex.com](mailto:dcoates@insperex.com)



## NC, SC

Dave Herron  
Senior Vice President  
704.942.8519  
[dherron@insperex.com](mailto:dherron@insperex.com)



Wayne Barrett  
Associate Vice President  
561.416.6115  
[wbarrett@insperex.com](mailto:wbarrett@insperex.com)



Scott Curran  
Internal Wholesaler  
561.416.6135  
[scurran@insperex.com](mailto:scurran@insperex.com)



## AL, MS, TN – all channels

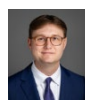
Rafael Lamo  
Regional Vice President  
616.695.2010  
[rlamo@insperex.com](mailto:rlamo@insperex.com)



Joe Rolander  
Associate Vice President  
561.416.6178  
[jrolander@insperex.com](mailto:jrolander@insperex.com)



Reed Hicks  
Internal Wholesaler  
561.416.6163  
[rhicks@insperex.com](mailto:rhicks@insperex.com)



## FL, GA

David Bottom  
Regional Vice President  
407.516.0629  
[dbottom@insperex.com](mailto:dbottom@insperex.com)



Wayne Barrett  
Associate Vice President  
561.416.6115  
[wbarrett@insperex.com](mailto:wbarrett@insperex.com)



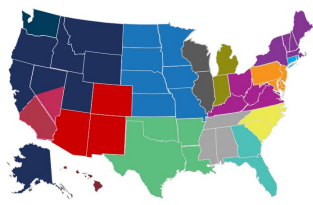
Veronica Noel  
Sr. Internal Wholesaler  
561.416.6112  
[vnoel@insperex.com](mailto:vnoel@insperex.com)



Chris Savage  
Vice President  
Business Development  
561.871.1626  
[csavage@insperex.com](mailto:csavage@insperex.com)

Drew Daniels  
Sr. Internal  
Wholesaler  
561.416.6163  
[ddanel@insperex.com](mailto:ddanel@insperex.com)





# Market-Linked Product Sales Management



**Chris Mee**  
Head of Distribution  
561.361.1206  
[cmee@insperex.com](mailto:cmee@insperex.com)



**Bob McDermott**  
National Sales Manager  
*External Sales*  
617.833.9273  
[bmcdermott@insperex.com](mailto:bmcdermott@insperex.com)



**Holly Manning**  
National Sales Manager  
*Internal Sales*  
561.416.6117  
[hmanning@insperex.com](mailto:hmanning@insperex.com)



**John Marone**  
Bank National  
Accounts Manager  
561.325.0247  
[jmarone@insperex.com](mailto:jmarone@insperex.com)



**Rob Nixon**  
Senior Vice President  
*Advanced Markets*  
561.416.6126  
[rnixon@insperex.com](mailto:rnixon@insperex.com)