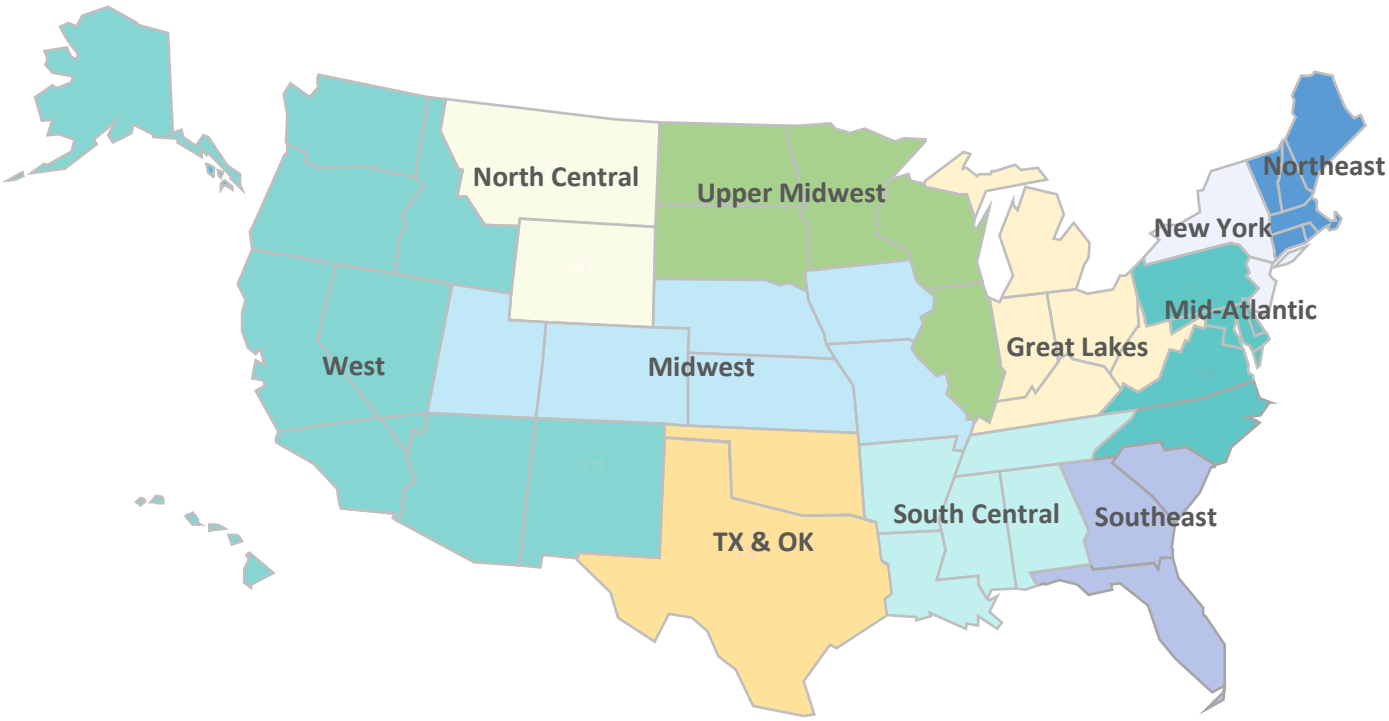
PACIFIC LIFE

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, ND, SD	**Greg Hodge** | Greg.Hodge@PacificLife.com | (630) 222-1713
Midwest – IA, KS, MO, NE, CO, UT	**Drew Roberts** | Drew.Roberts@PacificLife.com | (314) 749-6877
Northeast – CT, MA, ME, NH, RI, VT, NY, NJ	**Mike Barry** | Mike.Barry@PacificLife.com | (978) 376-7940
West – AZ, NM, CA, NV, AK, ID, OR, WA, HI	**Steve Porath**| Steve.Porath@PacificLife.com | (815) 690-5177
New York – NJ, NY	TBD
North Central – MT, WY	TBD

As of 11/10/26

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
Metropolitan Detroit Michigan	**Karl Simms** | Karl.Simms@PacificLife.com | (248) 705-8299
Ohio, West Virginia	**Shawn Krysty** | Shawn.Krysty@PacificLife.com | (216) 402-4124
Ohio, Kentucky	**Mo Watts** | Mo.Watts@PacificLife.com | (513) 461-4806
Indiana	TBD
MID-ATLANTIC	**Regional Sales Manager: Justin Zimmerman**
Delaware, Pennsylvania, Southern New Jersey	**Mike Fitzpatrick**| Michael.Fitzpatrick@PacificLife.com | (484) 432-5306
Maryland, 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	**Andy Schoppert** | Andy.Schoppert@PacificLife.com | (469) 525-0865
Tennessee	**Eric Beaven** | Eric.Beaven@PacificLIfe.com | (615) 218-8322
Alabama	**Brand Spragins** | Brand.Spragins@PacificLife.com |(615) 981-4908
SOUTHEAST	**Regional Sales Manager: Jason Addy**
Georgia	**Cara Scopelitis**| Cara.Scopelitis@PacificLife.com | (770) 742-5372
Florida	**TBD**
South Carolina	**Nick Brown**| Nick.Brown2@PacificLife.com | (803) 322-1992
TEXAS & OKLAHOMA	**Regional Sales Manager: Jeff Sterling**
West Texas: Dallas, Fort Worth	**TBD**
South Texas: Greater Austin	**Crayton Davidson** | Crayton.Davidson@PacificLife.com | (512) 791-1728
South Texas: San Antonio, El Paso, Houston	**Grayson Moore** | Grayson.Moore@PacificLife.com | (713) 898-1607
Oklahoma, West Texas: Dallas, Forth Worth	**TBD**
UPPER MIDWEST	**Regional Sales Manager: Greg Hodge**
Illinois	**TBD**
Minnesota, North Dakota, South Dakota	**Courtney Hanson** | Courtney.Hanson@PacificLife.com | (480) 634-3634
Wisconsin	Ben Riedel | Ben.Riedel@PacificLife.com | (414) 628-2659
MIDWEST	**Regional Sales Manager: Drew Roberts**
Nebraska	**Tammy Martin** | Tammy.Martin@PacificLife.com | (402)812-2227
Kansas City Missouri	**Andy Engelmann** | Andy.Engelmann@PacificLife.com | (913) 522-1247
St. Louis & Mid-Missouri	**Annie Kremer** | Annie.Kremer@PacificLife.com | (618) 960-1684
St. Louis	**Pete Buschbacher** | Pete.Buschbacher@PacificLife.com| (314) 619-6379
Utah	**Brody Kelley** | Brody.Kelley@PacificLife.com | (978) 857-3596
Colorado	**Mike Conroy** | Mike.Conroy@PacificLife.com | (636) 346-3904
Kansas City Missouri & Des Moines Iowa	**Bryan Danford** | Bryan.Danford@PacificLife.com | (816) 809-4713
WEST	**Regional Sales Manager: Steve Porath**
Arizona, New Mexico	**Steve Porath**| Steve.Porath@PacificLife.com | (815) 690-5177
Nevada	**Rebecca Purdy** | Rebecca.Purdy@PacificLife.com | (702) 557-1123
Northern California	**McKenzie Popick** | McKenzie.Popick@PacificLife.com | (925) 583-4743
Southern California	**Lou Hingston** | Lou.Hingston@PacificLife.com | (323) 369-3777
Washington, Oregon, Idaho, Alaska	**Brock Meitl** | Brock.Meitl@PacificLife.com | (206) 250-3807

Sales Representatives (cont.)

NORTHEAST	Regional Sales Manager: Mike Barry
Massachusetts	**Mike Barry** | Mike.Barry@PacificLife.com | (978) 376-7940
New York & Northern New Jersey	**Ryan Doyle** | Ryan.Doyle@PacificLife.com | (973) 214-7186
West Mass & Rhode Island	**Nate Howell** | Nate.Howell@PacificLife.com | (973) 636-1018
Connecticut, Maine, New Hampshire, Vermont	TBD
NEW YORK	**Regional Sales Manager: TBD**
New Jersey, New York	TBD
North Central	**Regional Sales Manager: TBD**
Montana, Wyoming	**TBD**

Account Management

ACCOUNT EXECUTIVES	
Upper Midwest & South Central (RSM)	**Steph Klosiewski** | Stephanie.Klosiewski@pacificlife.com | (949) 219-3355
Great Lakes & NEP	**Kayla Kozuch** | Kayla.Kozuch@PacificLife.com | (949) 219-3737
Midwest	**Jessica Baker** | Jessica.Baker@PacificLife.com | (402) 203-4496
Northeast	**Souzan Boutin** | Souzan.Boutin@PacificLife.com | (609) 744-4933
Mid-Atlantic	**Ally Cardello** | Ally.Cardello@PacificLife.com | (980) 556-2975
TX & OK	**Leslie Reese** | Leslie.Reese@PacificLife.com | (808) 375-0824
Southwest	**Megan Collins** | Megan.Collins@PacificLife.com | (720) 415-6171
Southeast	**Geni Corral** | Geni.Corral@PacificLife.com | (949) 758-7020
South Central (Sales Representatives)	**Kolby Towe** | Kolby.Towe@PacificLife.com | (949) 875-2037

OTHER	
National Accounts	**Karla Herley** | Karla.Herley@pacificlife.com | (402) 340-8001
General Agency/Technology Partners/NEP National Relationship	**William Schneider** | William.Schneider@PacificLife.com | (207) 751-3138

Sales Coordinators

Dan Pusch | Daniel.Pusch@PacificLife.com | (402)490-9090	
Drew Roberts (RSM)	Midwest
Andy Engelmann	Midwest
Brody Kelley	Midwest
Pete Buschbacher	Midwest
Mike Conroy	Midwest
OneDigital Small Business Essentials	National
Heather DeCaussin | Heather.DeCaussin@PacificLife.com | (402) 574-3721	
Scott Aniel (RSM)	Great Lakes
Karl Simms	Great Lakes
Mo Watts	Great Lakes
Michael Crispi	NEP
Jim Healey | James.Healey@PacificLife.com | (402)574-4019	
Justin Zimmerman (RSM)	Mid-Atlantic
Jeremiah Buck	Mid-Atlantic
Nick Margherio	Mid-Atlantic

Sales Coordinators (cont.)

Lisa Duersch | Lisa.Duersch@PacificLife.com | (402) 574-3302	
Sidney Kidder (RSM)	South Central
Brand Spragins	South Central
Eric Beaven	South Central
Nicholas Mores | Nicholas.Mores@pacificlife.com | (949) 219-6368	
Dawn Brown	Great Lakes
Shawn Krysty	Great Lakes
Paige DiSpirito | Paige.DiSpirito@PacificLife.com | (949) 219-3276	
Centro	National
Karla Herley	National
Stefannie Mader | Stefannie.Mader@PacificLife.com | (949) 618-6286	
Nick Brown	Southeast
Jason Addy (RSM)	Southeast
Cara Scopelitis	Southeast
Centro Back Up	
Trisha Kirkpatrick | Trisha.Kirkpatrick@PacificLife.com | (402) 574-5900	
Jeff Sterling (RSM)	TX & OK
Crayton Davidson	TX & OK
Grayson Moore	TX & OK
Sydney Maxwell| Sydney.Maxwell@PacificLife.com | (402) 718-0966	
Annie Kremer	Midwest
Tammy Martin	Midwest
Bryan Danford	Midwest
Courtney Hanson	Upper Midwest
Cassandra Martinez | Cassandra.Martinez@PacificLife.com | (949) 219-3747	
Greg Hodge (RSM)	Upper Midwest
Ben Riedel	Upper Midwest
Ryan Doyle	Northeast
Rebecca Purdy	Southwest
Keirsten LaFave | Keirsten.Lafave@PacificLife.com (949) 219-3747	
Mike Fitzpatrick	Mid-Atlantic
Andy Schoppert	South Central
Jamie O'Connor	South Central
Nate Howell	Northeast
Centro	National
Shandon Sharifi | Shandon.Sharifi@pacificlife.com | (949) 219-4490	
Steve Porath (RSM)	Southwest
McKenzie Popick	Southwest
Lou Hingston	Southwest
Brock Meitl	Southweset
Mike Barry (RSM)	Northeast

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