

Target Carriers and Contact Info

<u>Product Type & Company</u>	<u>Target Contact</u>	<u>Phone</u>	<u>Email</u>	<u>Duties</u>
LTC Stand Alone	Amy Lozier, CLTC	913-661-5137	AmyL@targetins.com	Quotes & Health Pre-underwriting
Mutual of Omaha	Denise Conner	913-403-5820	DeniseC@targetins.com	Carrier, product & quote Q&A
National Guardian				Carrier, product & quote analysis
				Marketing materials
LTC Combo Products	Amy Lozier, CLTC	913-661-5137	AmyL@targetins.com	
State Life/One America	Denise Conner	913-403-5820	DeniseC@targetins.com	
Lincoln Financial				
Pacific Life*				
Term Life	Farid Hanov	913-403-5823	FaridH@targetins.com	
AIG	Heidi Welch	913-403-5813	HeidiW@targetins.com	
Banner Life				
Protective Life				
Prudential				
UL or Underwriting Issues	Same as above for Term Life			
Prudential				
Disability Income	George Wilkins	913-403-5827	GeorgeW@targetins.com	
The Principal				
VIVE (Online Term Engine)	Kevin Coughlin	913-403-5829	KevinC@targetins.com	
Various				

Target Contracting & Commissions

<u>Contact Person</u>	<u>Assigned to Help</u>	<u>Phone</u>	<u>Email</u>	<u>Duties</u>
Vanessa Adriano	A-L agent names	913-403-5825	VanessaA@targetins.com	*Carrier appointments
Penny Shumaker	M-Z agent names	913-403-5822	PennyS@targetins.com	*Life and Health Licensing
				*Continuing Education & Certificates

Target New Business Case Management

<u>Contact Person</u>	<u>Phone</u>	<u>Fax</u>	<u>Email</u>	<u>Duties</u>
Rachel Phelps	913-661-5136	913-384-3781	RachelP@targetins.com	*Policy application submission
				*Process trouble shooting
				*Weekly status report each Thursday pm