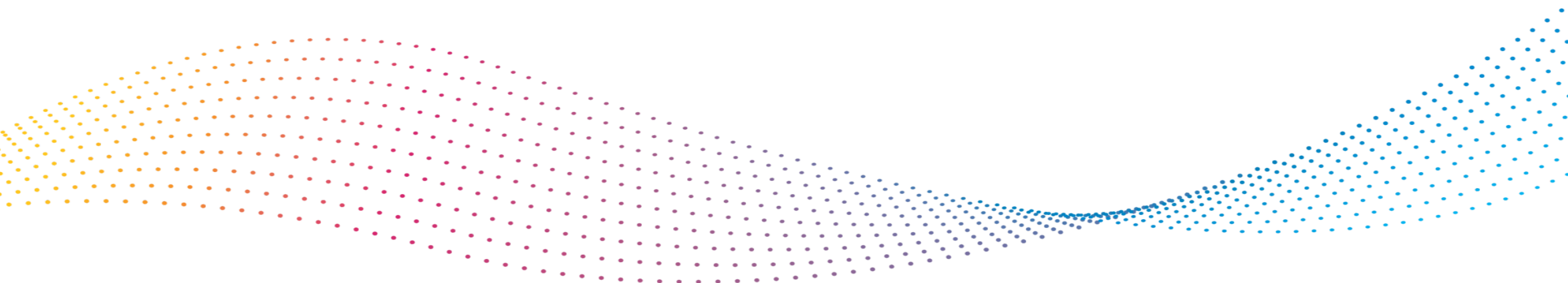
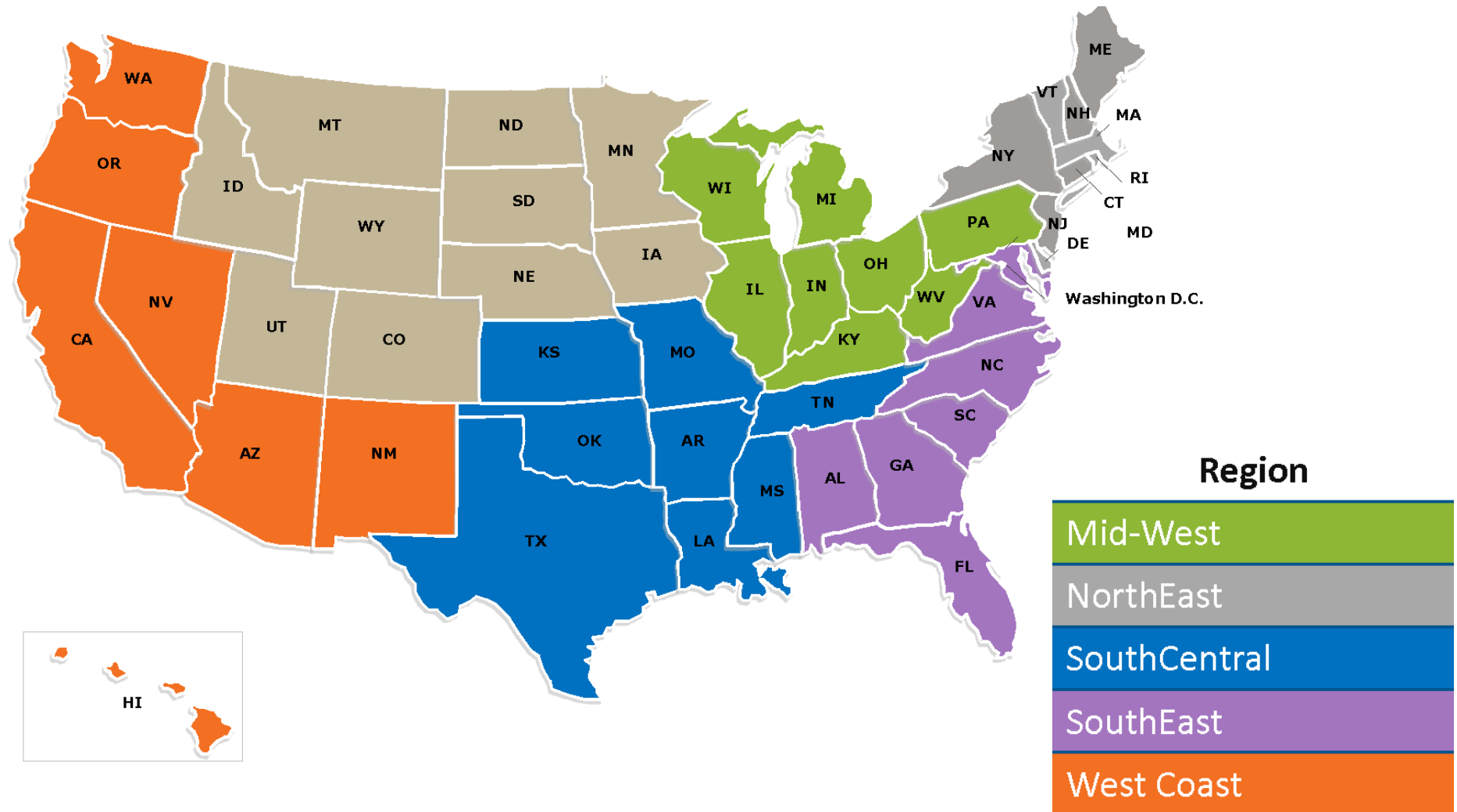


# Sales Leadership Contacts



# Regional Sales Leadership



# Broker Leader Structure

## *Two Distinct Roles*

### Field Agency Leader

- Manager – Senior Director Level:  
Manages all regional/local agencies regardless of level (FMO – GA)
- Senior Manager – Senior Director can have Field Agency Leaders, Direct Reports

### Sales Executive

- Senior SE or SE
- Directly Reports to a Field Agency Leader
- Collaborates with all Brokers assigned to them
- Drive Broker to increase sales, while growing the net number of active producing Brokers they support

# Mid-West

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# South-Central

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# South-Central continued

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# Southeast

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