



# EQUITABLE

## Group Retirement Solutions Regional Vice President (Third Party)

### East territory map and contact information



**Bob Woods**

**East Divisional Vice  
President**  
(857) 939-0489

bob.woods  
@equitable.com

AL, GA, TN, MS, NC, SC, FL, PA,  
WV, NY, CT, VA, DC, MD, DE,  
ME, MA, RI, NJ, VT, NH, PR



**Michael Linehan**

**East Player Coach,  
CT Regional Vice President**  
(860) 921-3825

michael.linehan  
@equitable.com

AL, GA, TN, MS, NC, SC, FL, PA,  
WV, NY, CT, VA, DC, MD, DE, ME,  
MA, RI, NJ, VT, NH, PR



**Stuart Harris**

**East Sales Desk Manager**

(910) 200-8919

stuart.harris  
@equitable.com

AL, GA, TN, MS, NC, SC, FL, PA,  
WV, NY, CT, VA, DC, MD, DE, ME,  
MA, RI, NJ, VT, NH, PR



**Greg Scott**

(617) 304-3931

greg.scott  
@equitable.com  
ME, RI, VT, NH, MA, PA  
Upstate NY  
Internal partner:  
**Harris Sierra**  
(704) 341-6737  
harris.sierra  
@equitable.com



**Thomas Monnerat**

(201) 273-6059

thomas.monnerat  
@equitable.com  
PA, NJ, DE

Internal partner:  
**Mike Borst**  
(704) 562-6144  
Mike.borst  
@equitable.com



**Patrick Ruane**

(917) 309-7880

patrick.ruane  
@equitable.com  
Greater NY

Internal partner:  
**Harris Sierra**  
(704) 341-6933  
harris.sierra  
@equitable.com



**Sara Smith**

(980) 451-0526

sara.smith  
@equitable.com  
NC, SC, TN

Internal partner:  
**Shane Turk**  
(704) 341-6491  
shane.turk  
@equitable.com



**Brian Burk**

(610) 220-9016

brian.burk  
@equitable.com  
VA, WV, DC, MD

Internal partner:  
**Mark Howell**  
(704) 341-6494  
Mark.howell  
@equitable.com



**Kyle Lenard**

(404) 916-4433

Kyle.lenard  
@equitable.com  
AL, GA, MS

Internal partner:  
**Shane Turk**  
(704) 341-6491  
shane.turk  
@equitable.com

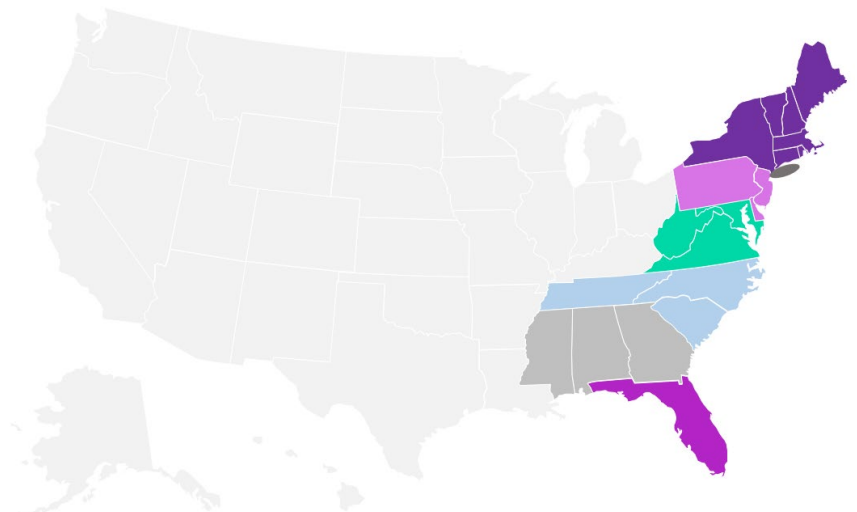


**Jennifer Hinrichsen**

(954) 632-8145

jennifer.hinrichsen  
@equitable.com  
FL, PR

Internal partner:  
**Mark Howell**  
(704) 341-6494  
mark.howell  
@equitable.com





# EQUITABLE

## Group Retirement Solutions Regional Vice President (Third Party)

### West territory map and contact information



**Bernie Heffernon**

**West Divisional Vice President**  
(913) 225-6320

bernie.heffernon  
@equitable.com

CA, AK, NM, AZ, HI, NV, WA, OR, LA, UT, WY, MT, CO, ID, SD, ND, NE, TX, OK, AR, KS, IA, OH, KY, IN, MI, WI, IL, MN, MO



**Michael Steffan**

**West Player Coach, LA Regional Vice President**  
(504) 239-4877

michael.steffan  
@equitable.com

CA, AK, NM, AZ, HI, NV, WA, OR, LA, UT, WY, MT, CO, ID, SD, ND, NE, TX, OK, KS, IA, OH, KY, IN, MI, WI, IL, MN, MO



**Daniel Groza**

**West Sales Desk Manager**  
(201) 743-2381

daniel.groza  
@equitable.com

CA, AK, NM, AZ, HI, NV, WA, OR, LA, UT, WY, MT, CO, ID, SD, ND, NE, TX, OK, KS, IA, OH, KY, IN, MI, WI, IL, MN, MO



**Angela Van**

(916) 594-6752

angela.van2  
@equitable.com

N. Cal, OR, WA, HI, AK

Internal partner:

**Mike Borst**

(704) 562-6144  
mike.borst  
@equitable.com



**Sean Harris**

(602) 686-3979

sean.harris  
@equitable.com

AZ, NM, NV

Internal partner:

**Hays Culbreth**

(704) 341-6637  
hays.culbreth  
@equitable.com



**James Lugo**

(626) 231-1000

james.lugo  
@equitable.com

So. Cal

Internal partner:

**Mike Borst**

(704) 562-6144  
mike.borst  
@equitable.com



**Jason Holmberg**

(303) 514-2923

jason.holmberg  
@equitable.com

CO, ID, MT, SD, ND, WY, NE, UT, IA

Internal partner:

**Ato Sharples**

(704) 341-6610  
Ato.sharples  
@equitable.com



**Chet Saluja**

(214) 500-7853

chet.saluja  
@equitable.com

TX, KS, OK, AR, MO

Internal partner:

**Ed Mattison**

(980) 308-8922



**RJ Anglada**

(773) 849-5615

rj.anglada  
@equitable.com

MN, WI, IL

Internal partner:

**Ed Mattison**

(980) 308-8922  
edward.mattison  
@equitable.com



**Andy Rosselot**

(216) 538-7129

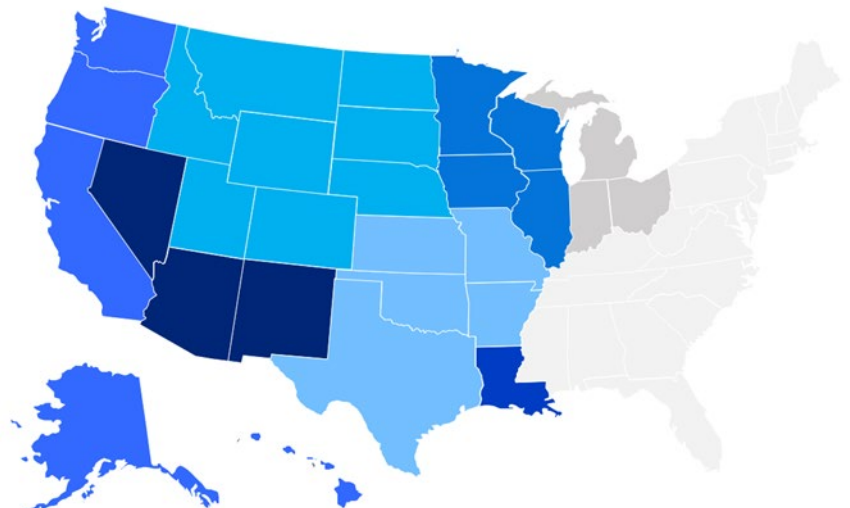
andy.rosselot  
@equitable.com

IN, OH, KY, MI

Internal partner:

**Hays Culbreth**

(704) 341-6637  
hays.culbreth  
@equitable.com



## **Are you ready to build your business?**

Equitable Financial has helped financial professionals like you succeed in the retirement plan business. With help from the dedicated team at Equitable, we'll show you how to employ a holistic approach to your practice, which will add value to your existing clients while seeking new ones. We'll show how to prospect successfully by increasing your offering of services to business owners and government employees and add to your compensation by cross-selling to meet their needs. Contact me to learn more how to capitalize on your business opportunities in the 401(k) and 457(b) markets.

**Call the Workplace Retirement Sales Desk at  
(866) 401-3030, Option 1 for more information.**

Equitable is the brand name of the retirement and protection subsidiaries of Equitable Holdings, Inc., including Equitable Financial Life Insurance Company (Equitable Financial) (NY, NY); Equitable Financial Life Insurance Company of America (Equitable America), an AZ stock company with an administrative office located in Charlotte, NC; and Equitable Distributors, LLC. Equitable Advisors is the brand name of Equitable Advisors, LLC (member FINRA, SIPC) (Equitable Financial Advisors in MI & TN). The obligations of Equitable Financial and Equitable America are backed solely by their claims-paying abilities.

For financial professional use only. Not for use with the general public.

© 2021 Equitable Holdings, Inc. All rights reserved. | IU-6258185.1 (01/24)(Exp.01/26)



**EQUITABLE**