

2010 Management Team

Chief Executive Officer

Thomas E. Henning, CLU, ChFC, CFA
Chairman, President and CEO

Senior Vice Presidents

Susan L. Keisler-Munro, FSA, MAAA
Senior Vice President, Chief of Operations

Todd W. Reimers, CLU, LLIF
Senior Vice President, Chief Marketing Officer

David T. Wallman, FSA, MAAA, CLU, FLMI
Senior Vice President, Chief Actuary

Vice Presidents

Chad M. Bodner, RHU
Vice President, Worksite Sales

Roseann R. Christensen, ChFC
Vice President, Marketing Services

Marvin P. Ehly, FSA, MAAA
Vice President, Chief Financial Officer and Treasurer

Patrick J. Kenney, CLU, ChFC
Vice President, Regional Sales Manager

Matthew Roselle
Vice President, Individual Sales

William R. Schmeackle
Vice President, Chief Investment Officer

Carol S. Watson, J.D., CLU, FLMI
Vice President, General Counsel and Secretary

Janice A. Zoucha
Vice President, Human Resources

Senior Directors

Kevin G. Faltin, CPA
Senior Director and Controller

Kevin W. Hammond, CLU, FLMI
Senior Director, Investments

Steven H. Hill
Senior Director, Real Estate Lending and Investments

Eric L. Otterstein
Senior Director, Information Technology

Keith K. Spilker, FSA, MAAA, CLU, ChFC
Senior Director, Corporate Actuarial

Victor D. Weber, CFA, ChFC
Senior Director, Investments

Directors

Eunice J. Cramer, FLMI, ACS
Director, Client Services

Patricia J. Criger, ACS
Director, New Business Services

Debra A. Durre, CSTE, FLMI
Director, Model Office

Bryan D. Grosscup, FLMI
Director, Finance and Accounting Special Projects

Michael J. Harshman, ASA
Director, Product Development and Reporting

Timothy S. Janousek
Director, Network Operations

Ann E. Johnson
Director, Employer-Sponsored Services

Samuel E. Kruse, ALHC, FLMI, ACS
Chief Investigator, Claims Management

Mitch K. Lee, CPA, CIA
Director, Internal Audit

Mary L. Lenners, FLMI
Director, Claims Management

Susan M. Otterstein, FLMI
Director, Project Management

Debra K. Patterson, ACS, LTCP
Director, Long-Term Care

John D. Ragsdale, J.D., CLU
Director, Deputy General Counsel

William E. Ray
Director, Purchasing, Building and Mail Services

Bruce K. Scheiber, FLMI, ACS
Director, Underwriting Services

John A. Sharp, J.D.
Director, Deputy General Counsel

Kenneth J. Smith, CLU
Director, Product Sales

Kirk J. Spellman, FLMI, ACS
Director, Marketing Services

Michael V. Woody, CLU, FLMI, ACS
Director, Major Account Sales