



Staff Directory

Toll Free: 1-800-999-3026

Phone: 913-384-6300

Fax: 913-384-3781

11020 Oakmont - Overland Park KS 66210

EXECUTIVE

Matt McAvoy	913-403-5812	President	mattm@targetins.com
-------------	--------------	-----------	--

LIFE INSURANCE

Farid Hanov	913-403-5823	Life Insurance Sales Consultant	faridh@targetins.com
Heidi Welch	913-403-5813	Life Insurance Sales Consultant	heidw@targetins.com
Barry Maugh	913-403-5821	Life Sales Support	barrym@targetins.com

UNDERWRITING—LIFE

Kevin Coughlin	913-403-5829	Director of Large Case Underwriting	kevinc@targetins.com
----------------	--------------	-------------------------------------	--

ADVANCED INSURANCE

Dick White	913-951-3460	Advanced Insurance Planning Consultant	dickw@targetins.com
Sheila Ost	913-951-3462	Risk Consultant	sheilao@targetins.com

ANNUITIES

Mark Perry	913-661-5132	Director of Annuity Sales	markp@targetins.com
------------	--------------	---------------------------	--

LONG TERM CARE INSURANCE & COMBO PRODUCTS

Claude Thau	913-403-5824	Director of LTCi Funding Solutions	claudet@targetins.com
Amy Lozier	913-661-5137	LTCi & Combo Product Sales	amyl@targetins.com
Denise Conner	913-403-5820	LTCi & Combo Product Sales	denisec@targetins.com

DISABILITY INSURANCE

George Wilkins	913-403-5827	Director of Disability Income and Planning	georgew@targetins.com
Farid Hanov	913-403-5823	Sales Consultant	faridh@targetins.com

CASE MANAGERS - LIFE, DISABILITY, ANNUITIES & LTCI

Helen Aaron	913-403-5811	Director of New Business Operations	helena@targetins.com
Korinne Armour	913-661-5131	New Business Case Manager	korinnea@targetins.com
Felicia Body	913-661-5130	New Business Case Manager	feliciab@targetins.com
Paula Commodore	913-661-5138	New Business Case Manager	paulac@targetins.com
George Francia	913-661-5134	New Business Case Manager	georgef@targetins.com
Rachel Phelps	913-661-5136	New Business Case Manager	rachelp@targetins.com
Brandi Spangler	913-403-5815	New Business Case Manager	brandis@targetins.com

LICENSING AND CONTRACTING

Penny Shumaker	913-403-5822	Licensing & Contracting Specialist	pennys@targetins.com
Vanessa Adriano	913-403-5825	Licensing & Contracting Specialist	vanessaa@targetins.com

POLICY HOLDER SERVICES

Cathy White	913-403-5817	Policy Service Specialist	cathyw@targetins.com
-------------	--------------	---------------------------	--

ADMINISTRATION

Joanne Link	913-661-5135	Administrative Assistant	joannel@targetins.com
Alison Campbell	913-403-5810	Marketing and Communications Manager	alisonc@targetins.com
Lisa Berg	913-384-6300	New Business Support	lisab@targetins.com