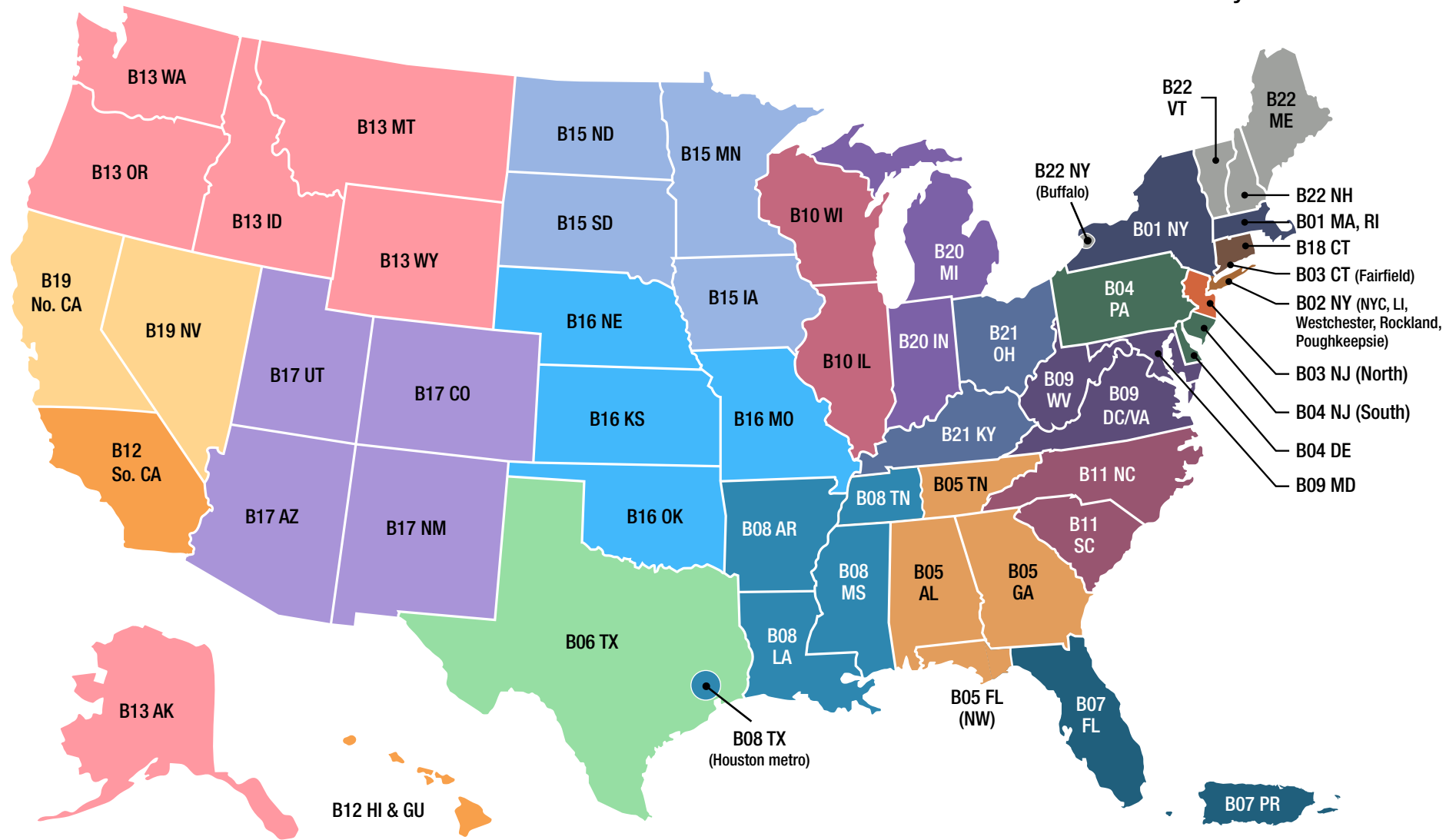


Retail Annuities Channel Map



TIP: Click or tap a territory to learn more about your wholesaler!



Sales desk: 888-474-7725

For Broker-Dealer Use



Retail Annuities Sales Team

as of January, 2026

Philip Caminiti, Managing Director, Head of Sales and Relationship Management (212) 576-4633 • Michael Molinaro, Manager, Head of Internal Sales Desk (212) 576-5650

Territory #	External Wholesaler	Email	Phone	Territory	Internal Partner	Email	Phone
B01	Jim Hufnagel	James_G_Hufnagel@newyorklife.com	(201) 388-3298	MA, RI, NY (Upstate, 120-123, 128-139, 144-149)	Eric Villanueva	Eric_C_Villanueva@newyorklife.com	(212) 576-3368
B02	Andrew Williams	Andrew_K_Williams@newyorklife.com	(914) 772-8808	NY (NYC, Long Island, Westchester, Poughkeepsie & Rockland, 100-119, 124-127)	Shane Murphy	shane_r_murphy@newyorklife.com	(212) 576-8266
B03	Jim Korn	Jim_Korn@nylim.com	(908) 418-8817	CT (066, 068-069), NJ (North, 070-079, 085-089), NYC Wire firms (100-102)	Meg McLean	Meagan_M_McLean@newyorklife.com	(212) 576-6283
B04	John Morelli	John_Morelli@newyorklife.com	(973) 592-9488	DE, NJ (South, 080-084), PA	Ari Zucker	Ari_I_Zucker@newyorklife.com	(212) 576-3875
B05	Jerry Combs	Gerald_CombsIII@newyorklife.com	(205) 914-2665	AL, GA, FL (West of Tallahassee), TN (Nashville and East)	Mike Lombardi	Michael_S_Lombardi@newyorklife.com	(212) 576-8209
B06	Greg Lippert	Greg_Lippert@newyorklife.com	(201) 637-9483	TX (ex Houston 770-777)	Ray Higgins	Raynnier_higgins@newyorklife.com	(212) 576-7014
B07	Paul Kaminski	Paul_A_Kaminski@newyorklife.com	(636) 357-8308	FL (East of Tallahassee), PR	Mike Lombardi	Michael_S_Lombardi@newyorklife.com	(212) 576-8209
B08	Charles Baker	Charles_Baker@newyorklife.com	(832) 722-9911	AR, LA, MS, TN (Parts of Nashville), TX (Houston metro 770-777)	Will Philo	william_I_philo@newyorklife.com	(212) 576-8115
B09	Lesley Gaudiosi	Lesley_M_Gaudiosi@newyorklife.com	(703) 975-7745	MD, VA, DC, WV	Ray Higgins	Raynnier_higgins@newyorklife.com	(212) 576-7014
B10	Ken Rapp	kenneth_r_rapp@newyorklife.com	(847) 736-3893	WI, IL	Daniel Montenegro	drmontenegro@newyorklife.com	(212) 576-8300
B11	Open	Open	Open	NC, SC	Meg McLean	Meagan_M_McLean@newyorklife.com	(212) 576-6283
B12	John Craven	John_R_Craven@newyorklife.com	(818) 653-0765	CA (South) HI, GU	Daniel Montenegro	drmontenegro@newyorklife.com	(212) 576-8300
B13	Luke Kiniry	Luke_P_Kiniry@newyorklife.com	(206) 790-0178	WA, OR, ID, MT, WY, AK	Chris Martello	chris_martello@newyorklife.com	(212) 576-8015
B15	Tim Greeley	Timothy_J_Greeley@newyorklife.com	(612) 730-3077	IA, MN, SD, ND	Will Philo	william_I_philo@newyorklife.com	(212) 576-8115
B16	Jason Alicea	jason_s_alicea@newyorklife.com	(913) 906-4006	MO, KS, NE, OK	Vishal Thadimari	Vishal_Thadimari@newyorklife.com	(212) 576-5284
B17	Haley Wilkes	Haley_M_Wilkes@newyorklife.com	(719) 237-4435	CO, UT, NM, AZ	Vishal Thadimari	Vishal_Thadimari@newyorklife.com	(212) 576-5284
B18	Alexander Foord	Alexander_W_Foord@newyorklife.com	(203) 524-3753	CT (ex 066, 068-069)	Sales Desk	TPD_Retail_Annuity_Channel_Sales_Desk@nylim.com	(888) 474-7725
B19	Clayton French	Clayton_French@newyorklife.com	(510) 316-3539	CA (North), NV	Dylan Bischoff	dylan_c_bischoff@newyorklife.com	(212) 576-5557
B20	Steve Shrout	Steven_D_Shrout@newyorklife.com	(248) 568-6658	MI, IN	Eric Villanueva	Eric_C_Villanueva@newyorklife.com	(212) 576-3368
B21	Erin Dzierwa	erin_e_dzierwa@newyorklife.com	(347) 574-2102	OH, KY	Ari Zucker	Ari_I_Zucker@newyorklife.com	(212) 576-3875
B22	Matthew Simons	Matthew_P_Simons@newyorklife.com	(518) 610-2330	ME, NH, VT, NY (Buffalo Only 140-143)	Chris Martello	chris_martello@newyorklife.com	(212) 576-8015