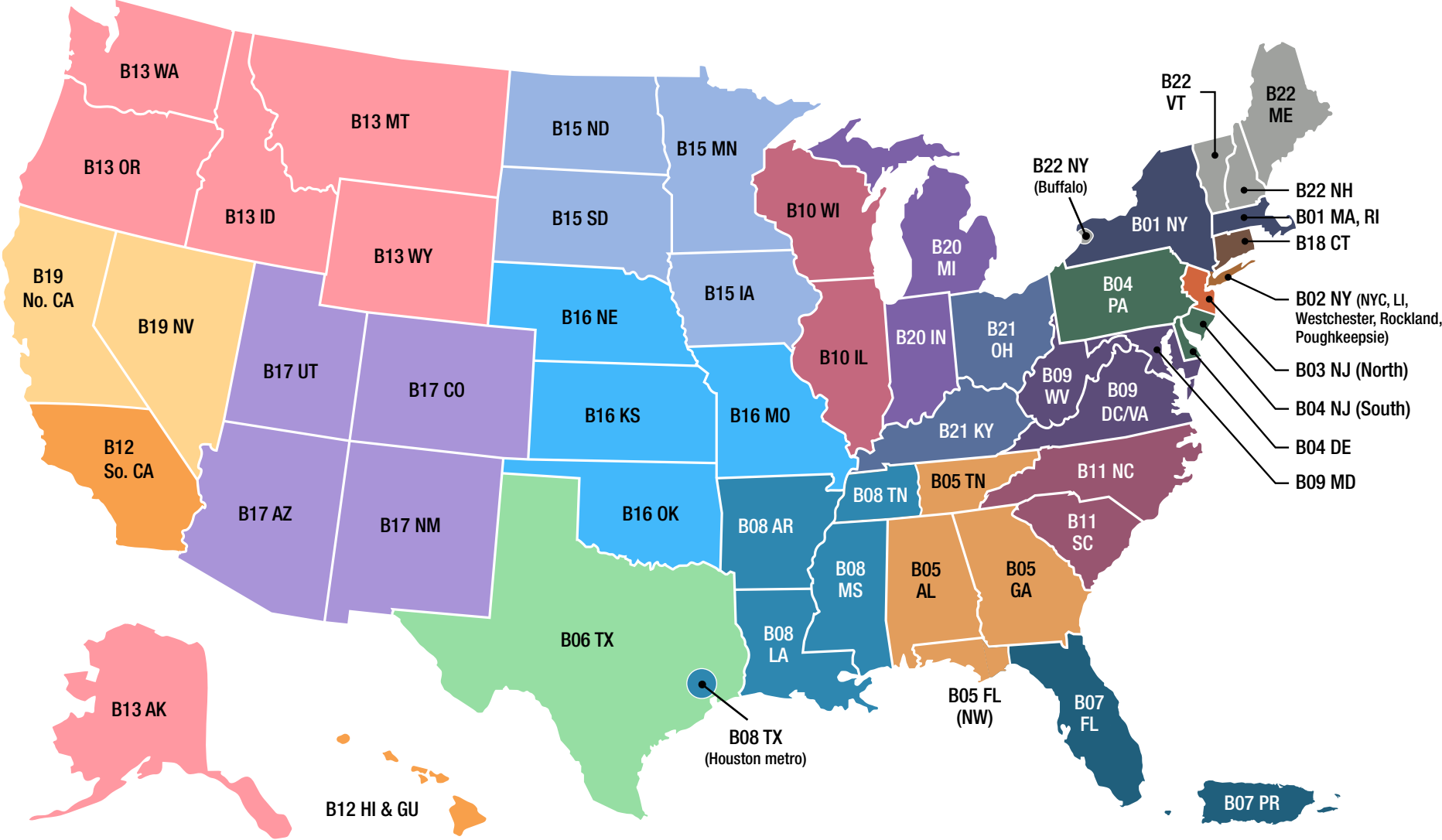


Retail Annuities Channel Map



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 October, 2026

Philip Caminiti, Managing Director, Head of Sales and Relationship Management (212) 576-4633 • Michael Molinaro, Manager, Head of Internal Sales Desk (212) 576-5340

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) 576-5650
B03	Jim Korn	Jim_Korn@nylim.com	(908) 418-8817	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	Dylan Bischoff	Dylan_C_Bischoff@newyorklife.com	(212) 576-5557
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_L_Philos@newyorklife.com	(212) 576-8115
B09	Lesley Gaudiosi	Lesley_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	Daniel_R_Montenegro@newyorklife.com	(212) 576-8300
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B18	Alexander Foord	Alexander_W_Foord@newyorklife.com	(203) 524-3753	CT	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	Nick Donnelly	Nicholas_Donnelly@newyorklife.com	(212) 576-6869
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