



# Sales Team

## NATIONAL SALES MANAGEMENT

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## NATIONAL ACCOUNTS

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## INSTITUTIONAL RELATIONS

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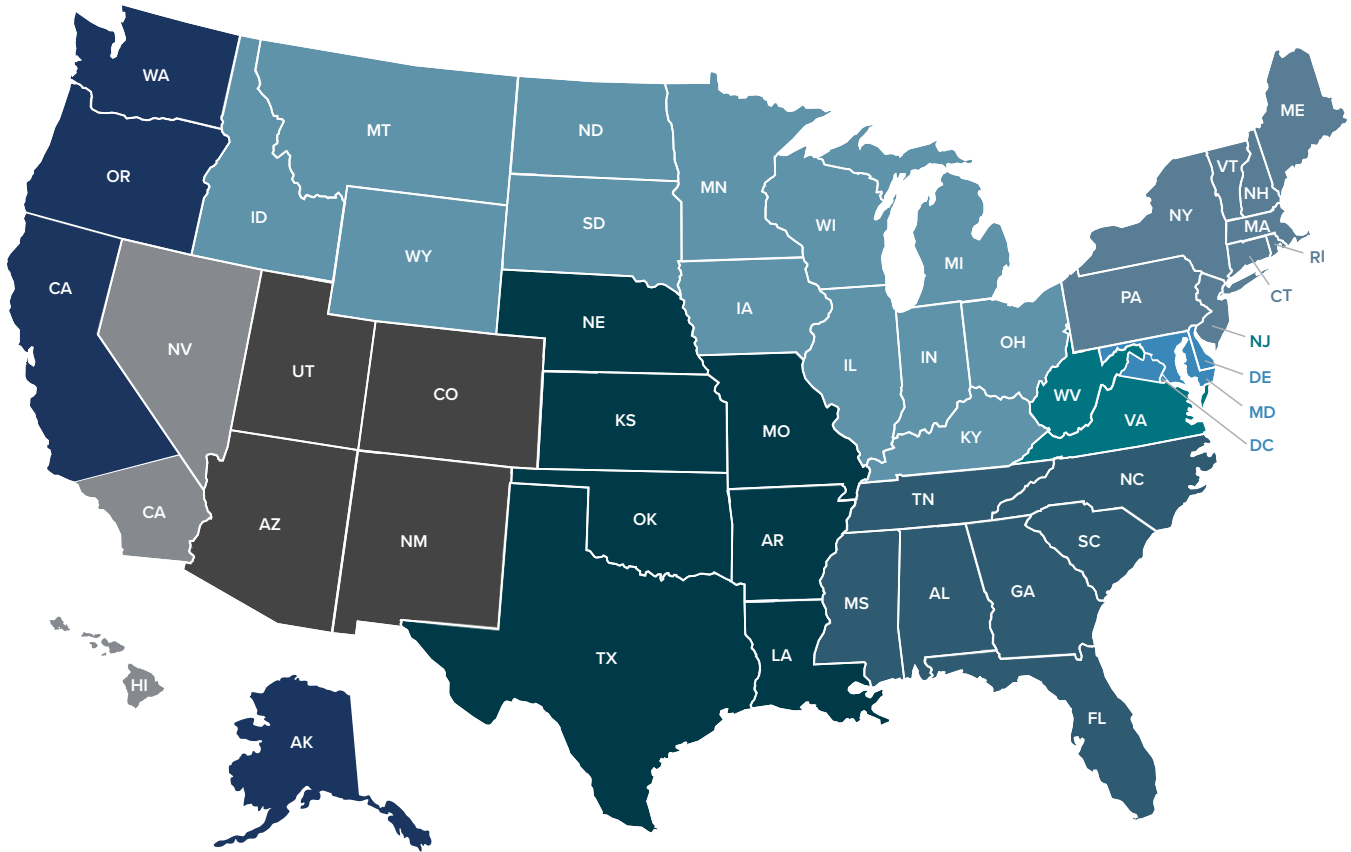
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# SALES TERRITORIES



## NORTHWEST

AK, WA, OR, NORTHERN CA

**Brad Kahan** | External Wholesaler  
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## SOUTHWEST

NV, SOUTHERN CA, HI

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## WEST CENTRAL

UT, CO, AZ, NM

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## MIDWEST

ID, MT, WY, ND, SD, MN, IA, WI, IL, IN, MI, OH, KY

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## SOUTH CENTRAL

NE, KS, MO, OK, AR, TX, LA

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## SOUTHEAST

TN, NC, SC, MS, AL, GA, FL

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## NORTHEAST

PA, NJ, NY, CT, RI, MA, VT, NH, ME

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## BELTWAY

NORTHERN VA, DC, MD, DE

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## COMMONWEALTH

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