



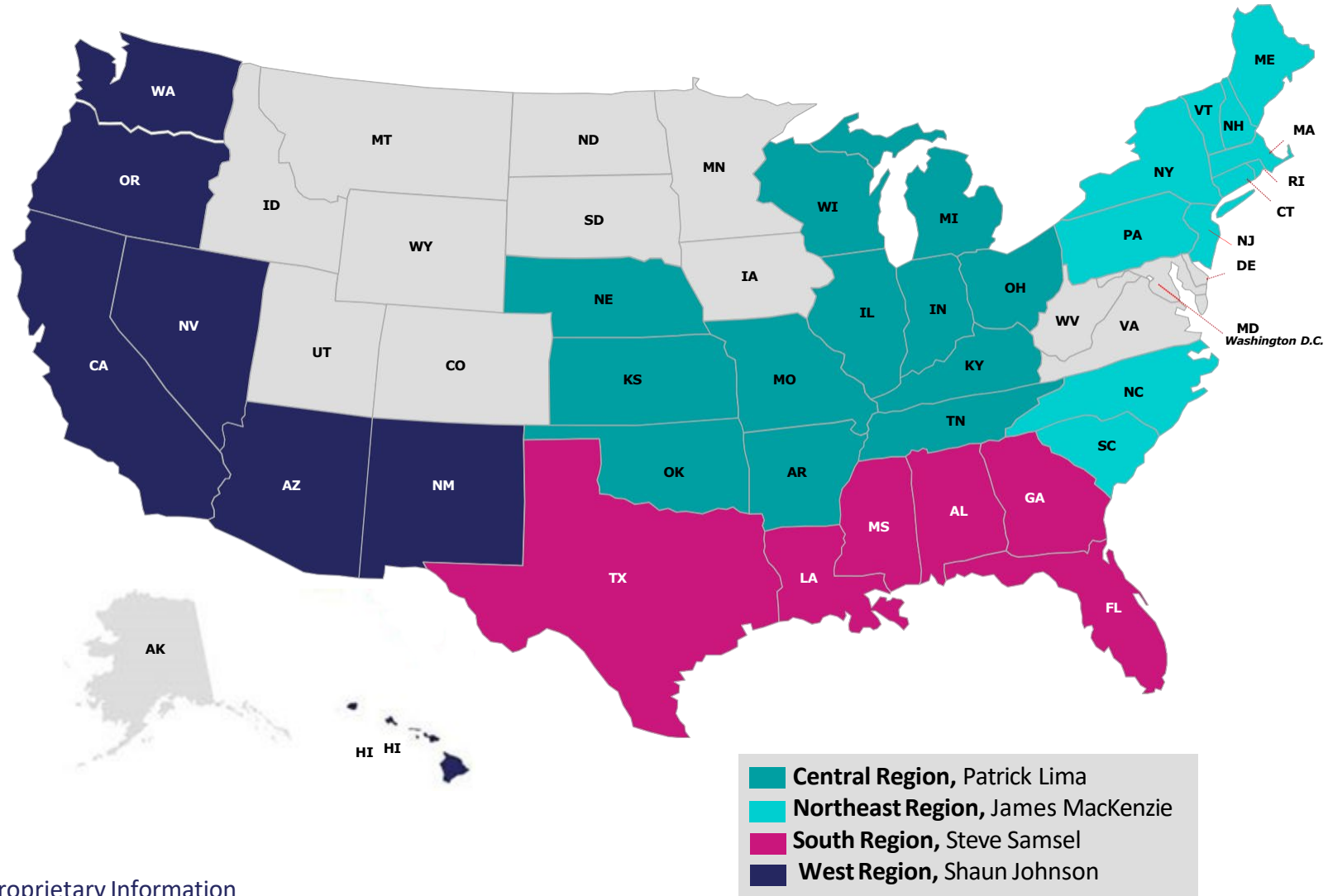
wellcare<sup>TM</sup>

# Sales Leadership Contacts

Last updated August 2022

Confidential and Proprietary Information

# Sales Regions





# Broker Leader Structure

*Two Distinct Roles:*

## REGIONAL AGENCY MANAGER

- Manager – Senior Director Level:  
Manages all regional/local agencies regardless of level (FMO – GA)
- Senior Manager – Senior Director can have Regional Agency Managers, Direct Reports

## SALES EXECUTIVE

- Senior SE or SE
- Directly Reports to a Regional Agency Manager
- Collaborates with all Brokers assigned to them
- Drive Broker to increase sales, while growing the net number of active producing Brokers they support

# Northeast



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