



INTERMEDIARY SALES SUPPORT—DCIO

U.S. Intermediaries | Head of DCIO Field Sales



Mark Cover

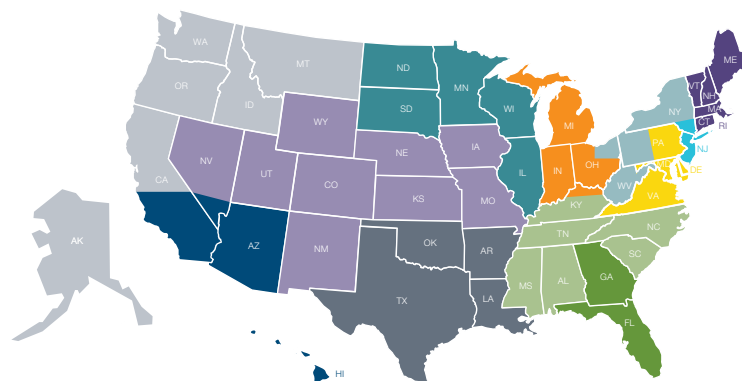
Office: 410.345.4956
Cell: 443.902.2849
Mark_Cover@troweprice.com

Manager, Intermediary Sales Consultants



Ryan Liberatore

Office: 410.345.5155
Cell: 410.375.8543
Ryan_Liberatore@troweprice.com



Intermediary Sales Desk:
800.371.4613
troweprice.com/dc

Regional Sales Consultant	Territory	Contact Info	Intermediary Sales Consultants
Brad Vaughan	AK, N. CA, ID, MT, OR, WA	Cell: 206.258.0367 Brad_Vaughan@troweprice.com	Tim Gordon Direct: 719.278.6484 Tim_Gordon@troweprice.com
Michele Giangrande	AZ, S. CA, HI, S. NV	Cell: 949.514.5494 Michele_Giangrande@troweprice.com	Ryan Burcham Direct: 719.278.6056 Ryan_Burcham@troweprice.com
Brett Round	CO, IA, KS, MO, NE, NM, N. NV, UT	Cell: 719.377.1472 Brett_Round@troweprice.com	Courtney Vollbracht, QPFC* Direct: 719.278.5930 Courtney_Vollbracht@troweprice.com
Eric Milano, QPFC	IL, MN, ND, SD, WI	Cell: 401.741.9221 Eric_Milano@troweprice.com	Tim White* Direct: 410.577.8153 Tim_White@troweprice.com
Keith Blackmon	AR, LA, OK, TX	Cell: 832.372.2027 Keith_Blackmon@troweprice.com	Andy Winn, QPFC Direct: 719.278.6187 Andy_Winn@troweprice.com
Jason Butler, CIMA®	FL, GA	Direct: 410.345.2264 Jason_Butler@troweprice.com	Andy Thompson Direct: 410.345.5874 Andy_Thompson@troweprice.com
Brandon Shea	AL, MS, NC, S. KY, SC, TN	Cell: 615.707.9673 Brandon_Shea@troweprice.com	Javier Bermudez, QPFC Direct: 410.577.8180 Javier_Bermudez@troweprice.com
Cindy Kennedy	IN, N. KY, MI, W. OH	Cell: 443.721.4548 Cindy_Kennedy@troweprice.com	Amanda Malone Klink Direct: 410.345.7803 Amanda_Malone_Klink@troweprice.com
Jonathan Wilkinson	NJ, S. NY	Cell: 908.200.9960 Jonathan_Wilkinson@troweprice.com	David Norris* Direct: 410.577.8085 David_Norris@troweprice.com
Chris Augelli, QPFC	DE, MD, E. PA, VA	Cell: 410.458.7137 Chris_Augelli@troweprice.com	Andrew Beliveau, QPFC Direct: 410.577.8083 Andrew_Beliveau@troweprice.com
Alan Valenca, CFP®, CIMA®	CT, MA, ME, NH, RI, VT	Cell: 978.404.2114 Alan_Valenca@troweprice.com	Jessica Hohne Direct: 410.345.2593 Jessica_Hohne@troweprice.com
Chris McAvoy	N. NY, NE. OH, W. PA, WV	Cell: 443.340.3448 Christopher_McAvoy@troweprice.com	Russ Armstrong Direct: 410.577.4214 Russell_Armstrong@troweprice.com

*Senior Intermediary Sales Consultant



T. Rowe Price Value-Add Resources

Tools to help you incorporate innovative and actionable insights into your practice.



Retirement Wellness

Value add programs that expand the dialogue across the financial and nonfinancial aspects of planning for a successful retirement. These programs provide tools that offer informed solutions to help employers and employees. This offer includes:

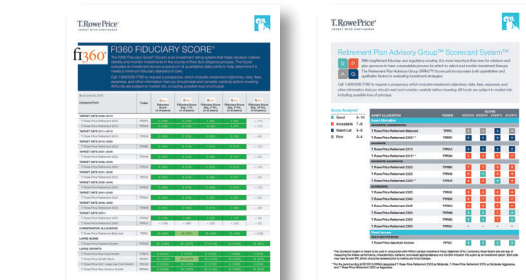
- **Financial Wellness 1.0**—Introduces Financial Wellness and the importance from a Plan Sponsor perspective
- **Financial Wellness 2.0**—Elevates the discussion through research findings that uncover advisor best-practices
- **Saving for Health Care**—Highlights the importance of incorporating health care costs into retirement planning and various savings solutions.
- **Visualize Retirement**—Helps preretirees create a retirement vision to better understand not only how much to save, but what they are saving for.



Target Date

Resources to help position, differentiate, and educate clients on target date solutions. Materials include:

- Retirement Funds Accolades and Long Term Performance Brochures
- Fund Stories
- Thought Leadership
- Participant Education Materials



Investment Benchmarking

fi360® and RPA™ proprietary investment rating systems help decision makers identify and monitor investments in the course of their due diligence process.

Analysis includes:

- Investment Highlight Report
- Quarterly Scorecards
- Fund Comparisons



BrightScope

This in-depth Beacon™ report provides access to year-over-year plan-specific trend information. It can help you prepare for client and prospect meetings or uncover potential areas where you can make recommendations for plan enhancements.

Report includes:

- Plan Assets
- Providers
- Number of Participants
- Investment Lineups, Performance, and Fees

RPA is a registered trademark of The Retirement Plan Advisory Group, Inc. "fi360" and "fi360 Fiduciary Score" are registered trademarks of fi360, Inc. T. Rowe Price Investment Services, Inc., Distributor.