

# Defined Contribution Advisor-sold Coverage

# BlackRock®



## Jeff Stevens

National Sales Manager

763-232-6790

jeff.stevens@blackrock.com

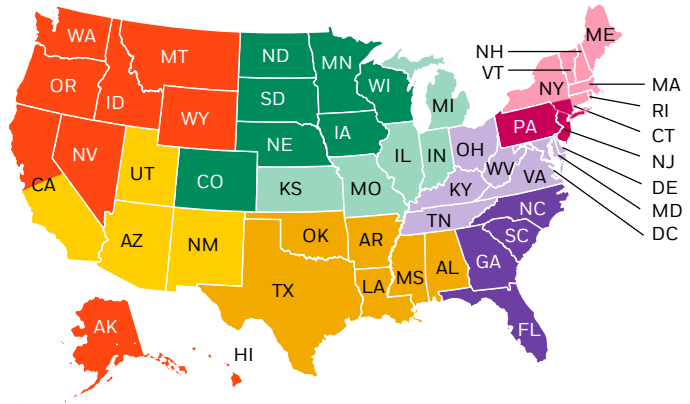


## Dan Yifru



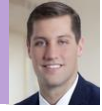






Head of Internal Sales

617-357-1146

daniel.yifru@blackrock.com



## Territory coverage

DC Consultant (external)	DC Associate (internal)	Territory
 <p><b>Christopher Athens</b> 857-772-8716 christopher.athens@blackrock.com</p>	<p><b>Reggie Williams</b> 617-357-1131 reggie.williams@blackrock.com</p>	ME, NH, VT, Upstate NY, MA, RI, CT
 <p><b>Erin Wikander</b> 212-810-3458 erin.wikander@blackrock.com</p>	<p><b>Jake Fletcher</b> 617-357-1201 jake.fletcher@blackrock.com</p>	Metro NY, NJ, PA, Northeast Ohio
 <p><b>Zach Friedrich</b> 202-875-9808 zach.friedrich@blackrock.com</p>	<p><b>Norbert Kong</b> 617-357-1145 norbert.kong@blackrock.com</p>	DE, MD, DC, VA, WV, OH (ex-Cle), KY, TN
 <p><b>Matt Bartch</b> 314-420-9180 matt.bartch@blackrock.com</p>	<p><b>Tom Jensen</b> 617-357-1359 thomas.jensen@blackrock.com</p>	NC, SC, GA, FL
 <p><b>Kyle Schmit</b> 773-415-0922 kyle.schmit@blackrock.com</p>	<p><b>Sarah Herman</b> 617-988-7054 sarah.herman@blackrock.com</p>	WI, IA, MN, ND, SD, NE, CO
 <p><b>Tyler Neenan</b> 773-638-9528 tyler.neenan@blackrock.com</p>	<p><b>Jonathan Merrill</b> 617-342-1670 jonathan.merrill@blackrock.com</p>	MI, IN, IL, MO, KS
 <p><b>Amanda Lewis</b> 617-755-4032 amanda.lewis@blackrock.com</p>	<p><b>Jonathan Merrill</b> 617-342-1670 jonathan.merrill@blackrock.com</p>	AL, MS, AR, LA, OK, TX
 <p><b>Art Villar</b> 562-354-6077 art.villar@blackrock.com</p>	<p><b>Travis Gilberg</b> 617-342-1674 travis.gilberg@blackrock.com</p>	SoCal, UT, AZ, NM
 <p><b>Sharad Vasanth</b> 628-217-0060 sharad.vasanth@blackrock.com</p>	<p><b>Sarah Herman</b> 617-988-7054 sarah.herman@blackrock.com</p>	AK, HI, WA, OR, MT, ID, WY, NorCal, NV

**At BlackRock, we understand the complexity of acquiring and managing retirement plans in today's rapidly changing environment and are committed to helping you every step of the way.**

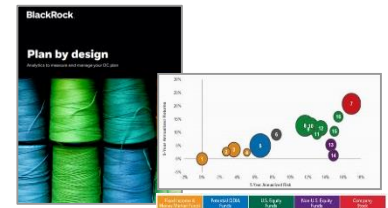
## Thought leadership and industry research

Through periodic publications and timely whitepapers, we cover the latest plan design and industry trends. Our dedicated research team is continuously analyzing the changing marketplace to help capture and share valuable insight that can help drive conversations with your clients.



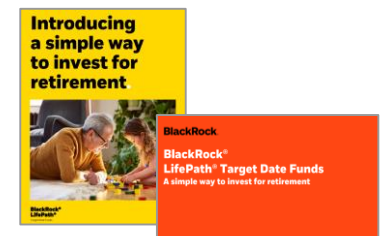
## Plan design and investment analytics

With industry leading tools, we can help you evaluate plan design and investment menu construction for your clients and prospects. Leverage the experience of our team to integrate best practices on plan design, menu construction, plan benchmarking and plan implementation.



## Participant communications

Effective communication is crucial, so it shouldn't be taken lightly. When you work with BlackRock, we partner with you and your plan sponsors to make communications easier. We combine established communications approaches with a library of content to help you offer strategies that can help participants with their defined contribution plan.



## Practice management

With a suite of comprehensive programs, we can help you educate plan sponsors on the latest industry trends and issues such as fiduciary responsibility, fee transparency and effective plan reviews. Our team can share best practices to help you prospect and better manage your existing business.



For illustrative purposes only

**Contact your BlackRock DC Consultant for access to tools, resources, insight and expertise to help grow and enhance your business.**

## Want to know more?

[blackrock.com/dc](https://blackrock.com/dc) | [blackrockdc@blackrock.com](mailto:blackrockdc@blackrock.com) | 877-99-BLKDC (877-992-5532)

*Please check with your firm's compliance officer before using or distributing any materials or services mentioned in this brochure. Investing involves risk, including possible loss of principal. Asset allocation models and diversification do not promise any level of performance or guarantee against loss of principal.*

©2020 BlackRock, Inc. All Rights Reserved. **BLACKROCK** is a trademark of BlackRock, Inc. or its subsidiaries in the United States and elsewhere. All other trademarks are those of their respective owners.

FOR INSTITUTIONAL OR FINANCIAL PROFESSIONAL USE ONLY. Not to be shown or distributed to the general public.

Lit. No. DC-MAP-0920 268696-0920

**BlackRock**