



Distribution

Dennis Cuccinelli
Chair

Membership Products

Carina Hatfield,
Vice Chair
Membership Chairs

Adam Sachs,
Vice Chair
Membership Acquisition

Brad Kadelski
Vice Chair
Onboarding & Retention

Stephen Kagawa,
Vice Chair
Engagement

Chris Bor
West

Jack Hawk
Central

Roger Sims
South

Tom
Palmeri
East

12 Territory Managers

State
Chairs

State
Chairs

State
Chairs

State
Chairs

Agency/Firm
Sales

Individual
Sales

Association
& Marketing
Partners

Influencer
Ambassador
Network

Enterprise
Sales/Ledger
Deduct
(Dennis)

Onboarding &
Outreach
Paul Szotak

Group
Program
Retention

Renewals

Win-Back
Programs

Referrals

Triangle
Team
Program

Special
Interest
Groups

Member
Benefits
Programs

Future
Leaders
Program

Awards
Programs

*Green denotes part of the National Membership Committee

Denotes a Micro-Volunteer Opportunity