

**2011 STATE REPRESENTATION BY BROKER**

**Current Inactive Locations**

**Jack Breard**

ARIZONA  
 ARKANSAS  
 KANSAS  
 LOUISIANA  
 MISSOURI  
 NEW MEXICO  
 OKLAHOMA  
 TEXAS

**Jay Chambers**

NORTH CAROLINA  
 SOUTH CAROLINA

**Scott Crockford**

HAWAII

**David Dochter  
 Matt Alexander**

DELAWARE  
 MARYLAND  
 NORTHERN VIRGINIA  
 SOUTHERN PENNSYLVANIA  
 WASHINGTON DC  
 WEST VIRGINIA

**Michael (Mickey) Finkle**

FLORIDA  
 (SOUTH OF ORLANDO)

**David Firestein**

**Jordan Cohn**  
 NEW JERSEY  
 NEW YORK-WEST OF I-87  
 EXCLUDES AREAS COVERED BY SUSAN  
 KURLAND AND TIM MCNAMARA  
 EASTERN PENNSYLVANIA

**Philip Hicks**

COLORADO  
 NEVADA  
 UTAH

**Mike Hieshima**

CALIFORNIA

**Susan Kurland**

NEW YORK  
 BROOKLYN  
 THE BOROUGHES  
 MANHATTAN  
 LONG ISLAND

**Roland Mackie**

ALABAMA  
 GEORGIA  
 KENTUCKY  
 MISSISSIPPI  
 TENNESSEE  
 VERMONT

**Timothy McNamara**

CONNECTICUT  
 MAINE  
 MASSACHUSETTS  
 NEW HAMPSHIRE  
 NEW YORK-EAST OF I-87  
 RHODE ISLAND

**Marc Offit**

NORTHERN FLORIDA  
 ILLINOIS  
 INDIANA  
 IOWA  
 MICHIGAN  
 MINNESOTA  
 NEBRASKA  
 NORTH DAKOTA  
 OHIO  
 SOUTH DAKOTA  
 WISCONSIN

**Tony Omlin**

IDAHO  
 MONTANA  
 OREGON  
 WASHINGTON  
 WYOMING

**Tred Spratley**  
 VIRGINIA BEACH

**Jim Wood**  
 ALASKA

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