



## **Dennis R. Glass**

### **President and Chief Executive Officer Lincoln Financial Group**

Dennis R. Glass is president and chief executive officer of Lincoln Financial Group. He serves as a director on the Board of Directors for Lincoln National Corporation. He is also president and serves on the Board of the principal insurance subsidiaries of Lincoln Financial Group.

Glass was president and chief operating officer of Lincoln Financial Group from April 2006 until July 2007. Previously, Glass served as president and chief executive officer of Jefferson Pilot Corporation, which merged with Lincoln Financial in 2006. Prior to joining Jefferson Pilot in 1993, Glass held executive-level finance and investment positions in the insurance and investment industries.

Glass currently serves on the Board of the American Council of Life Insurers (ACLI) and its Executive Committee. He also co-chairs the ACLI's CEO Steering Committee on Prudential Issues and serves on several other committees. Glass has served on other industry boards and has been active in numerous charitable and civic activities.

Glass is an alumnus of the University of Wisconsin-Milwaukee, where he received a Bachelor of Arts degree in 1971 and a master's degree in business administration in 1973.



## Ellen Cooper

### Executive Vice President and Chief Investment Officer Lincoln Financial Group

Ellen Cooper is executive vice president and chief investment officer for Lincoln Financial Group and is a member of the company's Senior Management Committee.

Cooper is responsible for setting, implementing and providing strategic oversight and management of Lincoln's investment strategy.

She serves as the primary investment officer on all investment related matters to the Board of Directors and senior management team.

Cooper joined Lincoln Financial in 2012 from Goldman Sachs Asset Management, where she served as managing director and global head of the insurance strategy. Prior to Goldman Sachs, Cooper was the chief risk officer for AEGON Americas. She has also served in insurance consulting roles at Ernst & Young, LLP and Towers Perrin.

Cooper holds a Bachelor of Business Administration in actuarial science from Temple University, as well as CERA, CFA and FSA designations.



## **Randal J. Freitag, FSA, MAAA**

### **Executive Vice President, Chief Financial Officer and Head of Individual Life Lincoln Financial Group**

Randal J. Freitag is executive vice president and chief financial officer for Lincoln Financial Group. In this role, he provides executive leadership to corporate finance, risk management, treasury, corporate tax, corporate actuarial, audit, procurement and investor relations. In addition, he works closely with senior leaders throughout the company to develop strategies to position the company for the future.

In addition to his role as Lincoln's chief financial officer, Freitag assumed oversight responsibility for the company's Life Insurance business in June of 2017.

Freitag has served in a number of roles at Lincoln Financial and Jefferson Pilot since joining the company in 1995. He was named chief risk officer in 2007 with overall responsibility for enterprise risk management, capital and liquidity management, equity risk management and treasury.

Prior to serving as chief risk officer, Freitag was senior vice president of product risk and profitability management for the individual life and annuities businesses. His areas of responsibility included financial management, asset liability and equity risk (variable annuity hedging) management. Freitag has also served in the corporate actuarial area where his role included mergers & acquisitions, rating agency relations and capital allocation. Prior to joining Lincoln Financial, Freitag held various actuarial roles.

He holds a BA degree in mathematics from the University of Minnesota and is a fellow of the Society of Actuaries.



## **Will H. Fuller**

**Executive Vice President  
President, Annuities, Lincoln Financial Distributors,  
and Lincoln Financial Network  
Lincoln Financial Group**

Will H. Fuller is executive vice president of Lincoln Financial Group with operating leadership over three business divisions — Annuities, Lincoln Financial Distributors and Lincoln Financial Network. In his role, Fuller is responsible for Lincoln's market-leading annuities business as well as its wholesale and retail distribution franchises. He is a member of Lincoln's Senior Management Committee, co-chair of the Diversity Council and serves on the Investment Committee and Enterprise Risk & Capital Committee.

Fuller has served in a variety of board roles for asset management, non-profit and industry organizations. He is currently a board member of Lincoln's principal insurance subsidiaries and co-chair of the Operating Committee for the Alliance for Lifetime Income, a non-profit organization focused on raising awareness on the importance of retirement income planning and protected lifetime income. He is a former board member of Global Selects, LLC, an offshore asset management company, Money Management Institute (MMI), Insured Retirement Institute (IRI), LL Global, Inc., and The Boys and Girls Club of America. He received IRI's 2014 Leadership Award for his contributions to the retirement income planning industry.

Prior to joining Lincoln Financial Group in 2009, Fuller held senior leadership roles at Merrill Lynch & Co. He is a proud graduate of The Citadel.



## Dick Mucci

### Executive Vice President, President, Group Protection Lincoln Financial Group

Dick Mucci is president of the Group Protection business at Lincoln Financial Group, and a member of the company's Senior Management Committee. He is responsible for the growth and profitability of the business, and directs the division's product development, underwriting, distribution, claims, service, strategy and marketing efforts to ensure Lincoln remains at the forefront of group benefits market trends, product evolution and client responsiveness.

In 2014, Mucci joined Lincoln Financial from Brant Point Consulting, a senior management advisory firm for the insurance industry that he founded in 2012 to help life insurance companies innovate, create strategic change and drive operational improvement. Prior to Brant Point Consulting, Mucci was chairman and CEO of New York Life Enterprises and New York Life International. In this position, he was responsible for the company's portfolio of international insurance business in Asia and Latin America.

Mucci has extensive background as a senior leader in the group benefits industry. He previously served as executive vice president of the group benefits division of The Hartford Financial Services Group, and has held senior management roles at MassMutual Life Insurance Company and The Paul Revere Insurance Group.

Mucci attended Boston College, where he received a Bachelor of Arts and a master's degree in mathematics. He is also a Fellow with the Society of Actuaries.



## Jamie B. Ohl

### Executive Vice President, President, Retirement Plan Services, Head of Life and Annuity Operations Lincoln Financial Group

Jamie Ohl has nearly 30 years of financial services experience spanning a variety of areas in the retirement industry including recordkeeping, distribution and asset management. As president of Retirement Plan Services for Lincoln Financial Group, she is responsible for the overall strategy, growth and profitability of Lincoln's Retirement Plan Services business. Under Ohl's leadership, the business is committed to partnering with intermediaries and plan sponsors to provide solutions that drive positive outcomes for participants. In 2015 Ohl joined Lincoln Financial from Edward Jones, where she served as principal responsible for leading the broker-dealer's strategic direction and product management for its retirement business, including retirement plans and individual retirement accounts.

During her career, Ohl has held several senior leadership positions including president of tax-exempt markets at VOYA Financial, Inc. (previously ING U.S., Inc.) and president of Wilshire Funds Management at Wilshire Associates Incorporated. She also served in leadership roles at The Hartford Financial Services Group, Inc., AIG VALIC and Hewitt Associates.

Ohl currently serves on the board of the LIMRA LOMA Secure Retirement Institute and is a member of the ACLI Ad Hoc Committee on Retirement Security. She has been recognized for her significant impact on the industry, including: *401kWire's* "Top 100 Most Influential People in Defined Contribution" in 2008, 2009, 2011 and 2014; "Women in Insurance Leadership Award" from *Insurance Networking News* in 2009; *Business Insurance* magazine's "Women to Watch" in 2009; *Los Angeles Business Journal's* "Who's Who" of Women in Finance in 2012; and *Profiles in Diversity Journal's* "Women Worth Watching" in 2016.

Ohl holds Series 6, 7, 24, 26 and 63 FINRA licenses. She earned a Master of Business Administration degree from the University of Nebraska and a Bachelor of Science degree in business management from LeTourneau University.