



## Wes Wester

### Senior Consultant - Nonqualified Plans

Southeast region – serving AL, AR, FL, GA, LA, MS, NC, SC, and TN

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### Who I am and how I can help you

In my role as a senior consultant with nonqualified deferred compensation plans, I support financial professionals and employers in the sales and service of these plans to organizations of all types and sizes. The deferred comp benefits we provide to clients help them recruit, reward, retain, and retire key employees. And research shows that both employers and key employees value this benefit for a variety of reasons.<sup>1</sup>

I can help with plan design, financial analysis, implementation, and delivery of deferred comp solutions. I'll work to simplify complex ideas and, with the financial professional, help put in place a solution to meet the employer's needs. I work closely with Blaine Laverick, regional vice president of nonqualified plans, to support financial professionals and their clients in the Southeast region.

I've been in the financial services industry since 2007 and worked with nonqualified plans at Principal<sup>®</sup> since 2010. I have a bachelor's degree in Psychology from the University of North Carolina. In addition to having insurance licenses, I hold Series 7 and 63 securities registrations from the Financial Industry Regulatory Authority (FINRA). I live in Raleigh, North Carolina with my wife and two children.

### More about the company I work for

Principal is a leader in global investment management and retirement services with decades of experience and the No. 1 provider of nonqualified deferred comp plans<sup>2</sup>. We help people and organizations around the world build, protect, and advance their financial well-being through retirement, insurance, and asset management solutions that fit their lives. Our employees are passionate about helping clients of all income and portfolio sizes achieve their goals—offering innovative ideas, investment expertise, and real-life solutions to help make financial progress possible. To find out more, visit us at [principal.com](http://principal.com).

<sup>1</sup> 2022 Principal<sup>®</sup> Trends in Nonqualified Deferred Compensation report.

<sup>2</sup> Based on number of NQDC plans (excluding 457 plans), 2022 *PLANSPONSOR* Defined Contribution Recordkeeping Survey, July 2022.

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