



## Brian Ellerman, CLU®

**Regional Vice President - Nonqualified Plans**

Great Lakes region – serving IL, IN, KY, MI, OH, and WI

Phone: 847-910-4241

Email: [ellerman.brian@principal.com](mailto:ellerman.brian@principal.com)

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

In my role as a regional vice president-nonqualified plans, I support financial professionals and employers in the sale and service of nonqualified deferred compensation 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. My senior consultant, Lorraine Grod, senior internal wholesaler, Jobina Rodriguez, and I provide support to financial professionals and their clients in the Great Lakes region.

I've been in the financial services industry since 1988 and worked with corporate retirement plan development since 1990. I have a degree in economics from the University of Kansas. In addition to having insurance licenses, I attained the Chartered Life Underwriter® (CLU) designation and hold Series 6, 63, and 65 securities registrations from the Financial Industry Regulatory Authority (FINRA). I live in Kenilworth, IL, with my wife and three children, and am active in golf, skiing, and hunting.

### 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 experience, and real-life solutions to help make financial progress possible. To find out more, visit us at [principal.com](https://principal.com).

<sup>1</sup> 2023 Principal® Trends in Nonqualified Deferred Compensation report.

<sup>2</sup> Based on number of NQDC plans (excluding 457 plans), *PLANSponsor* Defined Contribution Recordkeeping Survey, July 2023.

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