



Mike Roesler

Regional Vice President - Nonqualified Plans

West Region - serving AK, AZ, CA, CO, HI, ID, KS (Kansas City only), MN, MO (Kansas City only), MT, ND, NV, OR, SD, UT, WA, and WY

Phone: 952-543-2421, x5
roesler.mike@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.¹

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 two regional directors, Mark Simser and Chris Fernandez, two internal wholesalers, Tiffany Gardella and Ashley Glenz, and I provide support to financial professionals and their clients in the West region.

I've been in the financial services industry since 1993, worked with corporate retirement plan development since 1995, and nonqualified plans at Principal[®] since 2002. I have a bachelor's degree in finance from North Park University in Chicago, IL. In addition to having insurance licenses, I hold Series 6, 7, 24, and 63 securities registrations from the Financial Industry Regulatory Authority (FINRA). I live in the Twin Cities with my wife and three children, where I'm active in golf, biking, and hiking.

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 plans². 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.

¹ 2023 Principal[®] Trends in Nonqualified Deferred Compensation report.

² Based on number of NQDC plans (excluding 457 plans), *PLANSPPONSOR* Defined Contribution Recordkeeping Survey, July 2023.

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