



Jerry Macrander

Regional Manager — Western Region

For almost twenty years — I joined the CPI team in 1993 — I have been regional manager for CPI Qualified Plan Consultants, Inc. Initially I managed the southeastern



region from CPI's Orlando, Florida office. In 2001 I moved west to open a regional office for the western region, including the states of California, Oregon, Washington, Idaho, and Nevada. In addition to representing CPI in the region, as the regional manager, I am also responsible for sales strategies and initiatives for my western region team. With more than twenty years in the retirement industry, I have extensive experience with both defined contribution and defined benefit plan design and implementation, and have spoken on the topics of plan design and administrative issues.

Before coming to CPI, I spent fourteen years in sales and management for a major consumer electronics firm. In 1984, I became an NASD series seven-licensed financial representative with what was then Dean Witter — now Morgan Stanley Smith Barney — in Wichita, Kansas. After spending nine years working with individual investors and corporate clients, I moved to the consulting and administration arena.

I earned my Bachelor of Arts degree from the University of Nebraska. My wife Jeanne and I make our home in beautiful Apple Valley, California.