



# Key Contacts

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## National Annuity Sales Desk: (844) 422-3375, Option 2

Option 1: Annuity Sales Vice Presidents (Marketing and Sales Support)

Option 2: Annuity Analysts (New Business, Case Management, and Post-Sale Service)

Option 3: Annuity Licensing

Hours of Operation: 7:00am – 6:00pm CST

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### Chief Sales Officer

Mark Schubert  
Direct Phone: (205) 263-9254  
[mschubert@ladenburgannuity.com](mailto:mschubert@ladenburgannuity.com)

### Director of Operations

Crystal Duco  
Direct Phone: (205) 263-9281  
[cduco@ladenburgannuity.com](mailto:cduco@ladenburgannuity.com)

### Sales Vice Presidents

#### *Territory: West*

Tonio Fulena  
[tfulena@ladenburgannuity.com](mailto:tfulena@ladenburgannuity.com)

Paul Fulena  
[pfulena@ladenburgannuity.com](mailto:pfulena@ladenburgannuity.com)

#### *Territory: Midwest*

Kurt Fiedler  
[kfiedler@ladenburgannuity.com](mailto:kfiedler@ladenburgannuity.com)

#### *Territory: Central*

Scott Abarr  
[sabarr@ladenburgannuity.com](mailto:sabarr@ladenburgannuity.com)

#### *Territory: East*

Tom Leonetti, ACS  
[tleonetti@ladenburgannuity.com](mailto:tleonetti@ladenburgannuity.com)

### New Business, Case Management & Post-Sale Service

Main Email: [newbusiness@ladenburgannuity.com](mailto:newbusiness@ladenburgannuity.com)  
Main Fax: (205) 776-1181

#### *Territories: West & Central*

Toni Whitley, Annuity Analyst

#### *Territories: Mid-west & East*

Raven Maddox, Annuity Analyst

### Licensing & Appointments

Main Email: [licensing@ladenburgannuity.com](mailto:licensing@ladenburgannuity.com)  
Main Fax: (205) 776-1169

#### *Territories: All*

Ryan Carter, Broker Contracting Analyst

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### Regular and Overnight Mailing Address:

Ladenburg Thalmann Annuity Insurance Services LLC  
3535 Grandview Parkway, Suite 600  
Birmingham, AL 35243

[www.ladenburgannuity.com](http://www.ladenburgannuity.com)