

# Distribution Relationship Manager

Front line support for all your Westfield needs!

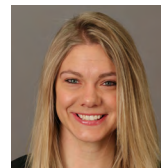
From general questions about navigating Westfield to supporting your growth and success with us, your Distribution Relationship Manager is on point to help you thrive with Westfield.

Serves as the point person to partner with your agency for:

- Overall growth plans with Westfield
- General questions about navigating Westfield
- Appointing new locations or assistance with contract updates (re-branding, code consolidations)
- Navigating a merger or acquisition with Westfield
- Contingency and other compensation questions
- Agency technology questions
- Questions about your agency agreement
- New agency referrals and prospecting
- New agency training
- Non-resident and new producer licensing appointments
- Advertising, marketing, and co-branding resources
- Information about transfer book opportunities
- Westfield Scorecards and other agency communications
- Perpetuation planning



**Craig Welsh**  
Head of Traditional and  
Non Traditional Distribution  
330.887.8392  
[CraigWelsh@westfieldgrp.com](mailto:CraigWelsh@westfieldgrp.com)



**Megan Zarlenga, CIC**  
Lead Distribution Relationship Manager  
KY, OH, TN  
330-887-6615  
[MeganZarlenga@westfieldgrp.com](mailto:MeganZarlenga@westfieldgrp.com)



**Myranda Joseph, MBA, CPCU**  
Distribution Relationship Manager  
KY, OH, TN  
330.614.0696  
[MyrandaJoseph@westfieldgrp.com](mailto:MyrandaJoseph@westfieldgrp.com)



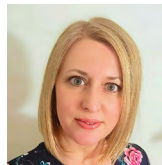
**Todd Kuran**  
Distribution Relationship Manager  
IA, MN, PA, WV  
952.923.5846  
[ToddKuran@westfieldgrp.com](mailto:ToddKuran@westfieldgrp.com)



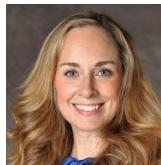
**Zach Hathaway**  
Distribution Relationship Manager  
DE, GA, MD, NC, SC  
330.887.8854  
[ZacharyHathaway@westfieldgrp.com](mailto:ZacharyHathaway@westfieldgrp.com)



**Chris Schuurman**  
Distribution Relationship Manager  
FL, IN, MI, VA, WI  
616.649.6571  
[ChristopherSchuurman@westfieldgrp.com](mailto:ChristopherSchuurman@westfieldgrp.com)



**Eva Wardyla**  
Distribution Relationship Manager  
AZ, CO, IL, NM  
630.443.2910  
[EvaWardyla@westfieldgrp.com](mailto:EvaWardyla@westfieldgrp.com)



**Gretchen Darrell**  
Distribution Relationship Specialist  
330.440.3330  
[GretchenDarrell@westfieldgrp.com](mailto:GretchenDarrell@westfieldgrp.com)