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**Benjamin Woloshin**  
**Senior Vice President**  
**Retirement Income Security - New York Life**

Benjamin Woloshin is Senior Vice President and head of the Institutional Markets Business for New York Life Insurance Company's Retirement Income Security (RIS) business, reporting to Executive Vice President Chris Blunt. Mr. Woloshin is responsible for overall management of the firm's institutional business focusing on: Research Platforms, DCIO, RIA and Private Bank and Trust segments.

Prior to joining New York Life, Mr. Woloshin was Vice President for Institutional Relationships in the Reinsurance Group at Goldman Sachs. Before that, he was Managing Director for MetLife International, CitiInsurance, and Travelers Life & Annuity, responsible for developing and managing international sales organizations. Mr. Woloshin has also held senior positions for Putnam Investments, Banc of America Advisors, and Citibank.

Mr. Woloshin holds a BA from Loyola University.



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## **Beth Stelluto**

Executive Vice President, Product and Platform Development

Beth Stelluto is Executive Vice President of Product and Platform Development for LPL Financial with responsibility for ensuring that the company offers and has a competitive set of products and platforms that meet the needs of current and prospective financial advisors. In addition she is leading LPL's Retirement Income Initiative.

With nearly 30 years' experience in the financial services industry, Ms. Stelluto joined LPL Financial in 2011 following a 14-year career with Charles Schwab, where she most recently served as Senior Vice President over Marketing for the Registered Investment Advisor and 401k businesses. Beth also held executive roles leading Investor Services Marketing, Active Trader Strategy, Sales and Marketing and General Manager for Schwab's core brokerage and asset management accounts.

Prior to Schwab, Ms. Stelluto was a consultant with the SPECTREM Group, a relationship manager for futures and options with Goldman Sachs and a Portfolio Manager for Scudder Municipal Bond Funds.

Ms. Stelluto earned a Master of Business Administration from The Wharton School of Business and a Bachelor of Arts from Middlebury College.

She is on the advisory boards of Grameen America and the Golden Gate University MBA Marketing Program.

Member FINRA/SIPC



August 30, 2011

**RIIA Board Members Terms**

	<b><u>Board Member:</u></b>	<b><u>Date of Appointment</u></b>	<b><u>Date of Expiration</u></b>
1.	David Macchia	3/30/06	12/31/2011
2.	Beth Stelluto	9/20/11	12/31/2011
3.	David C. Tyrie	12/16/10	12/31/2011
4.	Francois Gadenne	12/9/05	12/31/2011
5.	Stephen Mitchell	1/22/09	12/31/2012
6.	Peng Chen	3/20/09	12/31/2012
7.	Ron Mastrogiovanni	12/10/09	12/31/2012
8.	Bruce Wolfe	12/10/09	12/31/2012
9.	Sri Reddy	3/30/06	12/31/2013
10.	Joan Boros	1/25/07	12/31/2013
11.	Elvin Turner	5/17/07	12/31/2013
12.	Benjamin Woloshin	9/20/11	12/31/2013
13.	Stephen M. Saxon	12/16/10	At Large
14.	Chip Castille	3/15/11	At Large





## **Boston University School of Management**

**Louis E. Lataif**  
Dean Emeritus  
(Biographical Summary)

Louis E. Lataif is Dean Emeritus of the School of Management at Boston University, where for nineteen years he led a unique educational approach that *fuses the art, science, and technology of business*. Under his deanship, the School's new state-of-the-art home was built.

His appointment as dean in 1991 followed a distinguished twenty-seven year career with Ford Motor Company. In 1981, he was elected a corporate vice president and General Manager of Ford Division, then Ford's youngest officer. Four years later, he was appointed Vice President, North American Sales Operations and, in 1988, was named President, Ford of Europe.

Born in Fall River, Massachusetts, Dean Lataif earned a Bachelor Degree from Boston University and an MBA from Harvard. He holds honorary doctoral degrees from the University of Massachusetts at Dartmouth, Boston University, and Lycoming College. He is also a recipient of the Ellis Island Medal of Honor.

Dean Lataif currently serves on the boards of directors of Magna International, Inc, Group 1 Automotive, Inc., Abiomed, Inc., and Interaudi Bank. He is a Trustee of The Iacocca Foundation and serves on the Cannon Design Advisory Board. His interests include piano, golf, and skiing.

Lou and Najla Lataif, parents of four and grandparents of nineteen, live in Bonita Springs, Florida and Chestnut Hill, Massachusetts.