

Ameritas Announces Recent Officer Elections

January 11, 2016//Lincoln, Neb.//JoAnn Martin, Ameritas president and chief executive officer, announces the following officer elections.



Karen Gustin was elected executive vice president – group division of Ameritas Life and Ameritas Life of New York. Gustin will transition to head of the group division during the first quarter of 2016.

Gustin began her career at Ameritas in 1983 as a dental claim examiner trainee. She has held numerous leadership roles in the group division during her 32-year tenure. Most recently serving as senior vice president – group distribution, Gustin led the sales, national accounts and managed care areas of the division, with prior roles in marketing and product development.

A graduate from the University of Nebraska - Lincoln, Gustin earned a bachelor's degree in education. She currently serves on the Ameritas Life of New York board of directors, is board chair-elect of the National Association of Vision Care Plans and past chair of the National Association of Dental Plans Board of Directors. She is also on the board of Lancaster County's Voices of Hope and is president emeritus.



Jim Barone was elected senior vice president – group business development and MGA distribution for Ameritas Life and Ameritas Life of New York. Barone's responsibilities include leading the group division's MGA (managing general agent) distribution and expansion.

Since joining Ameritas in 2013 as vice president – group business development, Barone has served in the lead role between the group division and its partnering alliances' sales forces.

Previously he was a partner at Curtis Visual Communications in Cincinnati, Ohio; chief sales officer at Crag North American in Des Moines, Iowa; vice president of sales and marketing at Luxottica Retail in Cincinnati, and vice president of sales and marketing at Anthem Blue Cross and Blue Shield in

Indianapolis, Ind.

Barone graduated with a B.A. degree in philosophy from the University of Cincinnati, Ohio. He earned his juris doctorate from the University of Toledo College of Law, Toledo, Ohio. He completed the Ameritas Leadership Academy in 2015.



Ryan Beasley, CFP, CLU, was elected senior vice president – shared agency distribution for Ameritas Life and Ameritas Life of New York.

Beasley brings 18 years of experience to Ameritas. He previously served as vice president – agencies, regional vice president and assistant regional vice president for a life insurance company. He also worked in various field roles, including general agent and financial advisor.

He is a graduate of Georgia Southern University, Statesboro, Ga., where he earned a B.B.A. degree, with a major in management and an emphasis in human resources. He earned his M.S. degree in financial services from The American College of Financial Services.

Beasley holds numerous professional designations, including Certified Financial Planner (CFP®), Chartered Life Underwriter (CLU®), Chartered Financial Consultant (ChFC®), LIMRA Leadership Institute Fellow (LLIF), Retirement Income Certified Professional (RICP®) and Chartered Leadership Fellow (CLF®).

He is a member of the Financial Planning Association (FPA), General Agents and Managers Association (GAMA) and National Association of Insurance and Financial Advisors (NAIFA).



Drew Fleming was elected senior vice president – group national accounts and key partnering relationships for Ameritas Life and Ameritas Life of New York. He is responsible for the sales, revenue, persistency, profitability and relationship management for the group division’s national accounts and key strategic partnerships.

Since joining Ameritas in 1993, Fleming has held numerous management positions, including group manager, regional group manager and regional vice president, and he has earned numerous sales awards during his tenure. He recently completed the Ameritas Leadership Academy.

Fleming is a graduate of Vanderbilt University, Nashville, Tenn., where he earned a degree in biomedical engineering. He is a member of the Council for Insurance Company Executives.



Brent Korte was elected senior vice president and chief marketing officer for Ameritas Mutual Holding Company, Ameritas Holding Company, Ameritas Life and Ameritas Life of New York.

Korte brings to Ameritas 20 years of marketing experience in the financial services industry. Most recently he served as senior vice president – head of advisor and channel marketing for a financial services company, San Diego, Calif., and as director of global web and client marketing strategy for a global investment firm.

He earned his MBA degree from the University of Washington, Seattle, Wash. He holds the FINRA Series 7, 26 and 63 securities licenses.



Randee Manley was elected senior vice president and chief human resources officer for Ameritas Mutual Holding Company, Ameritas Holding Company, Ameritas Life and Ameritas Life of New York. In this role, she will drive thought leadership to develop, constantly improve and evolve a human capital strategy.

Manley brings 20 years of experience in a variety of human resources positions. Prior to joining Ameritas, she served as vice president of global human resources for Fender Musical Instruments Corporation in Scottsdale, Ariz., and director of compensation and benefits for ServiceMaster in Memphis, Tenn.

Manley earned a B.A. degree in communications from Regis University, Denver, Colo., and her M.A. degree in organizational management from the University of Phoenix, Phoenix, Ariz. She holds the professional designations of Certified Compensation Professional (CCP) and Certified Global Remuneration Professional (CGRP), and is a member of the Society for Human Resources and World at Work.



Kathleen Lee was elected vice president and associate general counsel for Ameritas Life. Her responsibilities include providing legal support for the enterprise concerning ERISA fiduciary status and fee disclosure, securities and investment advisory laws and corporate matters. She also supports the retirement plans division and assists with corporate transactions.

Lee joined Ameritas in 2006 as second vice president and associate general counsel. She has continuously practiced corporate/securities law for 17 years.

She earned a B.A. degree from the University of Michigan, Ann Arbor, Mich., and her juris doctorate from the University of Miami, Coral Gables, Fla. Lee obtained her chartered financial consultant (ChFC®) professional

designation from The American College and holds the FINRA Series 7 and 24 security licenses. She is a member of the District of Columbia, Florida and Virginia bar associations.



Susan Swanson was elected second vice president – project and portfolio management for Ameritas Life and Ameritas Life of New York.

Swanson has 19 years of leadership and project management experience in the financial services industry. Prior to joining Ameritas, she was with a nationwide financial services company where she led PMO (Project Management Organization) and project management teams. She also served in leadership roles, managing and supporting life insurance and annuity products and services as well as company initiatives, for a nationally known insurance company.

Swanson graduated from DePaul University, Chicago, Ill., with a B.A. degree in business administration. She holds the LOMA professional designation of Associate, Customer Service (ACS) and is an Agile Certified ScrumMaster. She is a member of the Project Management Institute and CEB PMO Leadership Council.

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About Ameritas

Ameritas – founded in 1887, Ameritas Life and its affiliated companies – offers a wide range of insurance and financial products and services to individuals, families and businesses. These products and services include life insurance; annuities; individual disability income insurance; group dental, vision and hearing care insurance; retirement plans; investments; mutual funds; asset management and public finance. Securities offered through affiliate Ameritas Investment Corp., member FINRA/SIPC. For more information, visit ameritas.com.

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