

# Advanced Markets and Underwriting

## A Shared Experience Built for Results



At Midland National, our Large Case Underwriting and Advanced Markets teams in the Life Division work in close collaboration to deliver a unified, strategic experience for financial professionals and their high-net-worth clients. By aligning our experience in risk assessment with sophisticated planning strategies, we strive to streamline the process, reduce delays, and create smarter, more tailored solutions—right from the start.

### Why this shared experience matters



Early collaboration between Advanced Markets, underwriting and financial professionals



Potentially faster decision-making and fewer revisions



Clear, consistent communication throughout the case



Trusted support for complex estate, business and premium finance cases



Cross-trained teams with deep experience and shared accountability



High-quality, high-retention business placed on the books

*When you partner with Midland National, you gain more than access—you gain alignment, guidance and a team that moves with you and your clients every step of the way.*

### Large Case Underwriting



**Chris Regione**  
 ChFC®, CLF®, CLU®, Certified FALU, FLMI  
 Chief Underwriter  
 312-648-7726  
 cregione@sfgmembers.com



**Bryan Lawson**  
 FALU, FLMI, FFSI  
 Director  
 605-323-2015  
 blawson@sfgmembers.com



**Diane Tucker**  
 FALU, FLMI, LTCP, ACS  
 Sr Underwriting Consultant  
 605-373-2277  
 dtucker@sfgmembers.com



**Mary Dellinger**  
 CLU, FALU, FLMI, ACS  
 Sr Underwriting Consultant  
 605-373-2404  
 mdellinger@sfgmembers.com

### Advanced Markets



**Andrew Rinn**  
 JD, CFP®, CLU, ChFC  
 Associate Vice President  
 515-991-6270  
 arinn@sfgmembers.com



**Polina Engel**  
 JD, CLU  
 Director  
 515-221-4873  
 pengel@sfgmembers.com



**Matt Erpelding**  
 CLU, ChFC  
 Case Design Consultant  
 260-704-1552  
 merpelding@sfgmembers.com



**Dianna Holm**  
 CLU  
 Case Design Consultant  
 701-433-6022  
 dholm@sfgmembers.com



**Hunter White**  
 CLU, NOPA  
 Case Design Consultant  
 515-343-3967  
 hwhite@sfgmembers.com

Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including Midland National® Life Insurance Company. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, Midland National Life Insurance Company.