

# GREAT-WEST 09 REPORT







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## PRESIDENT'S MESSAGE

DESPITE THE ONGOING VOLATILITY IN THE GLOBAL CREDIT AND EQUITY MARKETS, OUR BUSINESS CONTINUED TO GROW, WITH STRONG SALES IN OUR INDIVIDUAL MARKETS AND RETIREMENT SERVICES SEGMENTS. THIS SALES GROWTH, COMBINED WITH STRONG INVESTMENT EARNINGS, FAVORABLE MORTALITY AND SOUND EXPENSE MANAGEMENT, RESULTED IN SOLID EARNINGS.



In 2009, we continued to carry out our growth strategy and, although faced with challenging economic conditions, achieved solid results in our Individual Markets and Retirement Services segments.

Individual Markets continued its rapid growth, driven by the addition of several new large financial institution partners and strong single-premium whole life sales. In Retirement Services, the number of plans we administer and the number of participants we serve increased by 13 percent and 12 percent, respectively, compared with 2008. FASCore, our recordkeeping subsidiary, added to its roster of institutional clients.

Net income from continuing operations was \$122 million in 2009 compared with \$445 million in 2008. The difference is primarily due to a \$208 million gain in 2008 as a result of the release of liability associated with certain participating policies and a \$98 million reserve release (\$64 million net of income taxes) on these policies.

Premium income increased 7 percent over 2008 to \$560 million. Fee income was \$386 million in 2009 compared with \$429 million in 2008. The change is chiefly due to lower variable fee income as a result of lower average account balances stemming from weak equity markets. Net investment income grew 6 percent to \$1.15 billion compared with 2008.

We continued to benefit from our prudent investment practices with respect to the management of our consolidated assets. Our general account invested assets totaled \$20.4 billion. We also continue to maintain a high-quality bond portfolio, with 96 percent rated investment grade at December 31, 2009.

The four nationally recognized rating agencies that evaluate our company affirmed our high ratings. Given the challenging economic environment during 2009, these affirmations validate Great-West Life & Annuity's financial strength.

With a strong balance sheet and capital position, we're well positioned to take advantage of acquisition opportunities. We'll also aggressively pursue new sales strategies. The 2009 introduction of the Maxim Lifetime Asset Allocation Series<sup>SM</sup> is expected to contribute significantly to the growth of assets under management. We'll also continue to develop and solidify relationships with key distributors to extend our base for sales growth.

Great-West's promising future is due in large part to our employees, who despite the recent economic challenges repeatedly demonstrated their talent for adding new customers while energetically assisting current clients. On behalf of our Board of Directors, we appreciate their dedication to our customers, and we thank our clients, advisors, consultants and business colleagues for their continuing support.

Sincerely,

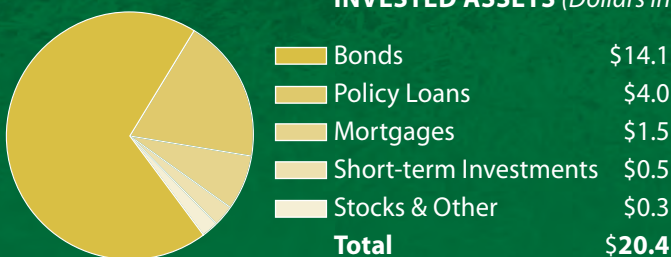
MITCHELL T.G. GRAYE  
PRESIDENT AND CHIEF EXECUTIVE OFFICER

# FINANCIAL INFORMATION

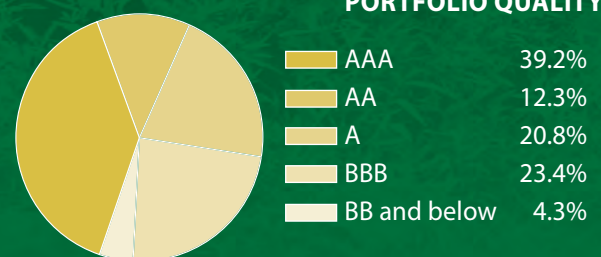
Balance Sheet (Dollars in Millions)

	2009	2008
<b>ASSETS</b>		
Bonds	14,058.0	12,012.4
Mortgages	1,554.1	1,380.1
Equities	25.7	17.8
Policy loans	3,971.8	3,979.1
Short-term investments	488.5	366.4
Other investments	277.9	325.9
<b>Total invested assets</b>	<b>20,376.0</b>	<b>18,081.7</b>
Cash	171.0	28.4
Receivables	1,005.1	742.4
Assets of discontinued operations <sup>1</sup>	87.7	124.1
Other assets	1,271.6	2,077.1
<b>Total General Account</b>	<b>22,911.4</b>	<b>21,053.7</b>
Separate Account assets	18,886.9	15,121.9
<b>Total assets</b>	<b>41,798.3</b>	<b>36,175.6</b>
<b>LIABILITIES</b>		
Policyholder	19,690.6	18,788.6
General	1,783.3	1,531.9
Liabilities of discontinued operations <sup>1</sup>	87.7	124.1
Separate Account	18,886.9	15,121.9
<b>Total liabilities</b>	<b>40,448.5</b>	<b>35,566.5</b>
Stockholders' equity	1,349.8	609.1
<b>Total liabilities and equity</b>	<b>41,798.3</b>	<b>36,175.6</b>

INVESTED ASSETS (Dollars in Billions)



PORTFOLIO QUALITY





# FINANCIAL INFORMATION

## Statement of Income (Dollars in Millions)

	2009	2008	2007
<b>REVENUES</b>			
Premiums <sup>2</sup>	560.3	525.1	(857.3)
Fee income	386.2	429.2	463.3
Net investment income	1,149.1	1,078.5	1,139.5
Net realized gains (losses)	(67.6)	(21.7)	(2.0)
<b>Total revenues</b>	<b>2,028.0</b>	<b>2,011.1</b>	<b>743.5</b>
<b>BENEFITS AND EXPENSES</b>			
Policy benefits	590.5	605.1	624.4
Increase (decrease) in reserves <sup>2</sup>	109.7	(38.4)	(1,460.5)
Interest paid or credited to contractholders	552.6	515.4	497.4
Provision for policyholders' share of earnings (loss) on participating business	1.2	(206.4)	20.3
Policyholder dividends	72.8	71.8	93.5
Operating expenses	532.7	522.3	609.7
<b>Total benefits and expenses</b>	<b>1,859.5</b>	<b>1,469.8</b>	<b>384.8</b>
<b>Income from continuing operations before income taxes</b>	<b>168.5</b>	<b>541.3</b>	<b>358.7</b>
Income tax expense	46.1	95.8	118.8
<b>Income from continuing operations</b>	<b>122.4</b>	<b>445.5</b>	<b>239.9</b>
Income from discontinued operations <sup>1</sup>	-	652.8	178.8
<b>Net income<sup>3</sup></b>	<b>122.4</b>	<b>1,098.3</b>	<b>418.7</b>

<sup>1</sup> On April 1, 2008, Great-West completed the sale of its healthcare division to focus on expanding its financial services business. The financial information presented here reflects the discontinuation of the healthcare business.

<sup>2</sup> Changes in premiums and reserves in 2007 were largely due to a one-time transaction resulting from the termination of a reinsurance agreement with an affiliate, The Canada Life Assurance Company, on June 1, 2007.

<sup>3</sup> For 2008, includes the gain on the sale of the healthcare segment and a one-time gain upon the release of certain reinsurance reserves, collectively in the amount of \$889.3 million.

# AT A GLANCE



## RATINGS

Great-West is rated by a number of nationally recognized rating agencies. The ratings represent the opinion of the rating agencies regarding the financial strength of Great-West and its ability to meet ongoing obligations to policyholders. Great-West has consistently received high marks from industry sources for financial strength and operating performance.

<b>A.M. BEST COMPANY, INC.</b>	<b>A+<sup>1</sup></b>
<b>FITCH RATINGS</b>	<b>AA+<sup>2</sup></b>
<b>MOODY'S INVESTORS SERVICE</b>	<b>AA3<sup>3</sup></b>
<b>STANDARD &amp; POOR'S RATINGS SERVICES</b>	<b>AA<sup>2</sup></b>

<sup>1</sup> Superior (highest of 10 categories)  
Measured on financial strength, operating performance, and business profile

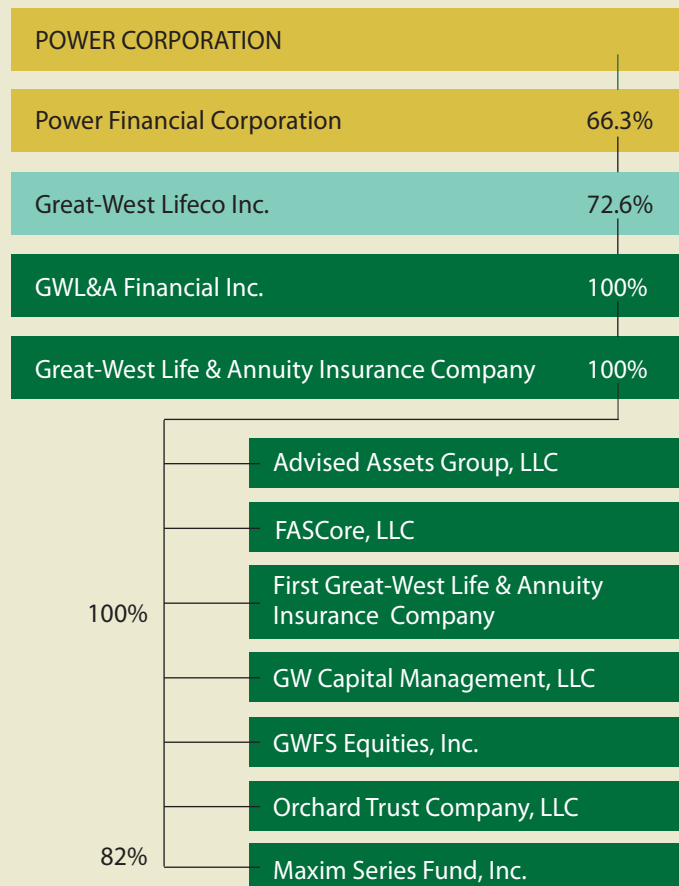
<sup>2</sup> Very Strong (second highest of nine categories)  
Measured on financial strength

<sup>3</sup> Excellent (second highest of nine categories)  
Measured on financial strength

## CORPORATE ORGANIZATION

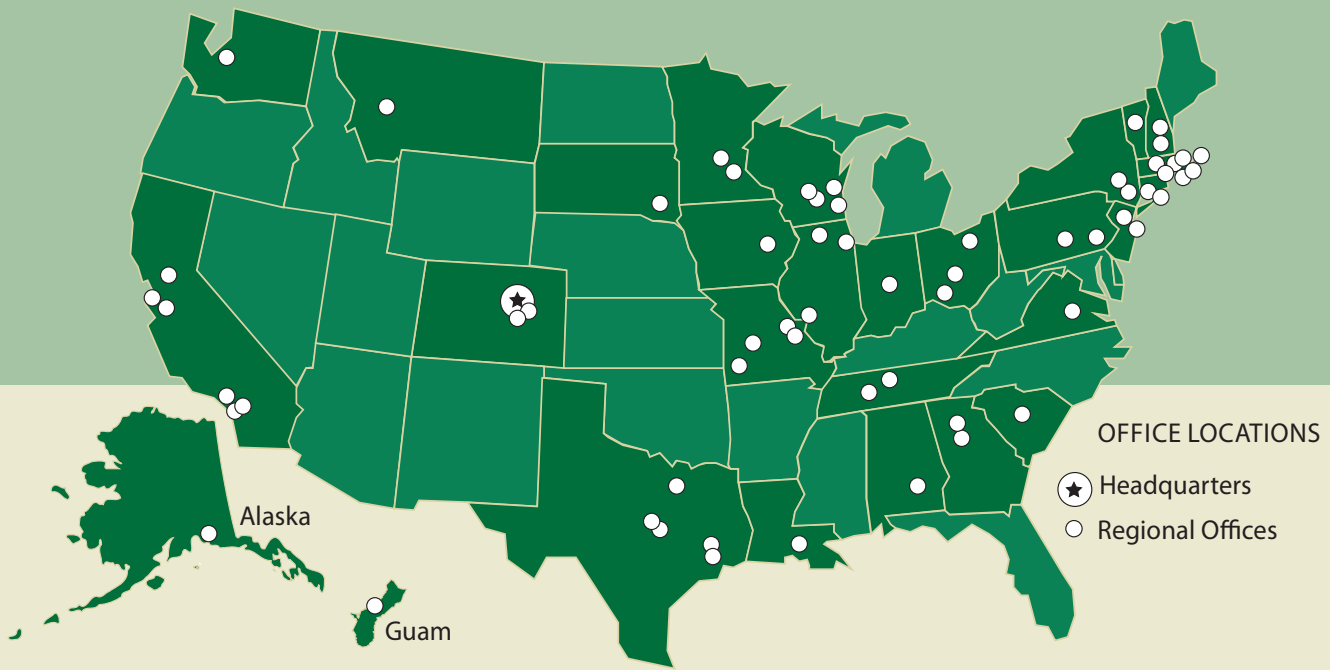
Great-West Life & Annuity Insurance Company is an indirect, wholly owned subsidiary of Great-West Lifeco Inc. and "A Member of the Power Financial Corporation Group of Companies"<sup>TM</sup>.

Great-West Lifeco Inc. is a financial services holding company with international interests in the life and health insurance, retirement savings, investment management and reinsurance businesses. Lifeco's subsidiaries make its family of companies the third largest by market value in the North American life insurance sector.



"A Member of the Power Financial Corporation Group of Companies" is the service mark of Power Corporation of Canada.





## PRODUCTS AND SERVICES

### Individual Markets

- Individual term and single-premium whole life insurance, and individual annuity products
- Business-owned life insurance and executive benefits products

### Retirement Services

- Employer-sponsored defined contribution plans, enrollment services, communication materials, investment options and education services
- Administrative and recordkeeping services for financial institutions and employer-sponsored defined contribution plans and associated defined benefit plans
- Fund management, investment and advisory services

## DISTRIBUTION SYSTEMS

### Individual Markets

- Individual life and annuity products distributed through financial institutions
- Business-owned life insurance and executive benefits products distributed through specialized consultants and through Great-West Retirement Services®

### Retirement Services

- Retirement services products distributed through brokers, consultants and advisors to plan sponsors and through third-party administrators
- FASCore recordkeeping and administrative services distributed through institutional clients

### TOTAL COMPANY

#### Net Income

\$122 million

#### Assets

\$41.8 billion

#### Employees

3,100

### INDIVIDUAL MARKETS

#### Assets Administered

\$19.8 billion

#### Individual Policies

521,000\*

### RETIREMENT SERVICES

#### Assets Administered

\$123.1 billion

#### FASCore Recordkeeping Accounts

4.2 million

\* Includes American Dental Association policies.  
All figures approximate as of December 31, 2009.

## OUR COMPANY

Great-West's financial services businesses continued to grow in 2009 despite lingering volatility in equity markets. Strong sales in key market segments, along with higher investment income and sound expense management, resulted in solid earnings.

In our Individual Markets segment, Great-West is one of the nation's top insurers in sales of individual life insurance through banks. Through alliances with brokers and consultants, we are also a market leader in sales of business-owned life insurance and executive benefits products.

In our Retirement Services segment, Great-West is among the top four retirement plan providers based on total participant accounts. Under the Great-West Retirement Services® brand, we provide full-service bundled and unbundled employer-sponsored defined contribution plans. Through a subsidiary, FASCore, LLC, we provide private-label recordkeeping, administrative and asset management services to other financial institutions.<sup>1</sup>

### INDIVIDUAL MARKETS

A continued focus on core strengths in Individual Markets, including building on mutually beneficial relationships with distributors and delivering products backed by the financial strength of our company, contributed to successful results in several of our business lines in 2009. Total assets administered grew more than 5 percent to \$19.8 billion.

Strong relationships with key distributors contributed to solid sales in our bank-owned life insurance and executive benefits markets business. Sales totaling more than \$440 million were dominated by bank-owned life insurance. Our market share of new premium from all

banks was approximately 30 percent. Total policy cash values exceeded \$11 billion, including participating and non-participating policies.

In our financial institutions markets business, robust life insurance sales through retail banks resulted in premium growth of 182 percent. This was led by Family Legacy, a single-premium whole life wealth transfer product that remained the fastest-growing in the bank market. Great-West was in the top three insurers in the bank distribution channel in total new premium, according to industry group Kehrer-LIMRA.

**INDIVIDUAL MARKETS PREMIUM  
INCOME INCREASED 13 PERCENT  
YEAR OVER YEAR.**

Our group special accounts business celebrated the 75th anniversary of its business relationship with the American Dental Association. Great-West remains the exclusive underwriter and administrator for the ADA Insurance Plans, which provide life, disability and medical supplement coverage to member dentists, dental students and family members. Plan participation totaled 132,000 and assets under this program surpassed \$652 million, an increase of 5 percent over 2008.

Persistency in our traditional markets remained strong, thanks to the help of dedicated agents and our commitment to provide excellent service and value to our policyholders.

<sup>1</sup> Great-West Retirement Services® refers to products and services provided by Great-West Life & Annuity Insurance Company, its wholly owned subsidiary FASCore, LLC, and other subsidiaries. Recordkeeping numbers reflect all FASCore customers: those of institutional clients, third-party administrator clients, and Great-West Retirement Services.



## RETIREMENT SERVICES

Great-West Retirement Services strengthened its position as a leader in U.S. defined contribution markets in 2009. In a difficult economic environment, we continued our growth momentum, increasing the number of plan participants we served to 4.2 million.

As one of the most diversified retirement plan providers, we provided retirement solutions to more than 23,000 defined contribution plans in the corporate, government, healthcare/nonprofit, and institutional markets at year-end, representing \$123 billion in assets.

Confirming our success across market segments, Great-West ranks among the nation's top 10 defined contribution recordkeepers by total recordkeeping assets, as well as by assets in 403(b), 457, and profit-sharing plans.<sup>2</sup>

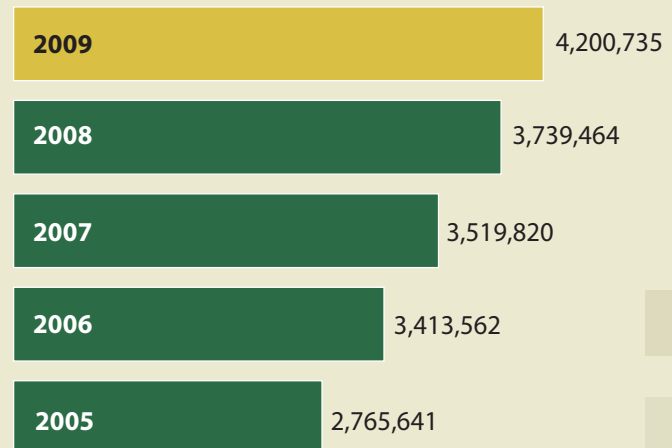
GW Capital Management, LLC, a subsidiary registered investment adviser to Maxim Series Fund, Inc., introduced the Maxim Lifetime Asset Allocation Series<sup>SM</sup> in 2009. The next generation of target date funds, the Maxim Lifetime funds provide a multi-manager approach to fully diversified portfolios. Utilizing the expertise of Ibbotson Associates, a recognized leader in asset allocation, the Maxim Lifetime funds are offered in three distinct glide paths, allowing plan sponsors to select the risk profile most suitable to their participants.

Of Maxim's Morningstar<sup>®</sup>-rated funds, 60 percent are rated four or five stars – one of the highest percentages among leading mutual fund companies.<sup>3</sup> The subadvisor of the Maxim Loomis Sayles Bond

Fund, Daniel Fuss, was named along with his team at the Loomis Sayles Bond Fund as Morningstar's 2009 Fixed-Income Fund Manager of the Year.

Great-West's registered investment adviser subsidiary, Advised Assets Group, LLC (AAG), served a growing number of plan participants with a range of investment advisory tools designed to help them maximize their retirement plan options. Reality Investing<sup>®</sup> Advisory Services managed account assets increased 85 percent to nearly \$3.4 billion, while the number of managed account participants rose 19 percent.

### FASCORE PARTICIPANT ACCOUNTS



FAScore demonstrated its expertise in block conversions by transitioning nearly 350,000 accounts to our proprietary recordkeeping platform from another recordkeeper. To support this 403(b) conversion business, FAScore opened a new service location in Somerset, N.J., added more than 60 staff

<sup>2</sup> PLANSponsor magazine June 2009 Recordkeeping Survey (based on year-end 2008 figures).

<sup>3</sup> Morningstar Principia<sup>®</sup>, December 2009. Percentage is calculated as total number of funds with four- and five-star Morningstar ratings divided by total number of rated funds.

members, and established a new product offering for 403(b) plans including common remitter and aggregator services. FASCore also increased its institutional relationships with the addition of Putnam Investments, an affiliated company, as a client.

Expansion of distribution channels along with the introduction of new products contributed to a nearly 20 percent increase in corporate 401(k) plan sales. We launched the Easy Start 401(k)<sup>SM</sup> product, designed for small businesses without a defined contribution plan, in June.

The corporate 401(k) group added 11 internal wholesalers and 11 external wholesalers, improving the ratio of internal to external wholesalers to 1:2 from 1:3. A dedicated mutual fund wholesaler also joined our staff to distribute the new Maxim funds and other investment products.

**THE NUMBER OF RETIREMENT SERVICES PARTICIPANT ACCOUNTS ROSE 12 PERCENT.**

Our bank services group appointed a national sales director and increased 401(k) plan sales more than 50 percent through our specialized bank distribution channel.

We continued our leadership in government markets, ranking first in serving state defined contribution plans with 15 states at year end. With the addition of two more state contracts in early 2010, we serve a third of America's states. Great-West ranked second in the overall government market by total participant

accounts, with net growth of 100,000 participants to more than 1.6 million in 2009.

Retiree Crossroads, an interactive Web site geared toward participants nearing or in retirement, was rolled out first for 457 plan participants. It later became available for 401(k), 401(a) and 403(b) plans as well.

Our national 401(k) and healthcare/nonprofit lines of business gained several large and mid-size clients. We were chosen by Fairfax County Public Schools, Virginia's largest school district, to be one of its three 403(b) plan providers starting January 1, 2010, and will continue to be the exclusive provider for the district's 457 plan.

To assist plan sponsors in complying with 403(b) final regulations issued by the Internal Revenue Service, we notified the IRS of our intent to sponsor a 403(b) prototype plan. The proposed IRS program will allow eligible employers to adopt a pre-approved plan and have assurance that the plan meets the requirements of the final regulations.

Our communications campaigns to support 401(k) Day and National Save for Retirement Week included a special Web site with online tools and printable materials to emphasize the importance of workplace retirement savings. We also won dozens of industry awards for educational campaigns and materials created for our public- and private-sector clients and their participants.



# SALES

## CORPORATE MARKETS

*For inquiries, please call 877-630-4015.*

### MARC ABRUZZESE

Southern New Jersey

### JERRY AHLER

Illinois

### DAN ARMSTRONG

Iowa, Minnesota

### MICHAEL BARRY

Hawaii, Los Angeles

### PATTY BELL

Arizona, New Mexico

### JASON BOULDIN

Georgia, South Carolina

### NATASHA BRANZANTI

Southern Florida

### JONAH CALDWELL

Oklahoma, Arkansas

### JOE CAREW

Northern New Jersey

### LAURA CATALANO-GRASSI

Northern New Jersey

### KEITH CATTANEO

San Francisco Bay area, Sacramento

### OCTAVIO CHEUNG

San Francisco Bay area

### MIKE DEMLER

Michigan (except Detroit metro)

### RYAN DERBES

Southern Alabama,  
northwest Florida

### JASON FEWELL

Oregon, eastern Washington

### PATRICK FORDE

Southern New Jersey

### ED FUENTES

Louisiana, Austin, San Antonio

### ED GREUBEL

Kansas, Missouri, southern Illinois

### ROBERT HAMILTON

Maine, Massachusetts,  
New Hampshire, Vermont

### ERICA HAYMAN

Mississippi, northeast Florida

### ANDREW HERMANN

Los Angeles, Inland Empire, Las Vegas

### CINDY KNIGHT

Colorado, Nebraska

### DAVID MCCLAFFERTY

Michigan, northern Ohio

### JENNIFER MILLER

Maryland

### KYLE MILOTTE

Maine, Massachusetts,  
New Hampshire, Vermont

### TOM MORDAUNT

Upstate New York

### NORBERT NATHS

Colorado, Utah

### JAMES NOACK

Houston

### ISABELLA ORSI

Long Island, New York City, Westchester

### BRIAN OTT

Alabama, Georgia

### KURT REINAGEL

Illinois, Iowa,  
northwest Indiana

### GUY RIDOUT

Alaska, Washington

### BOB RIEBESEHL

Long Island, New York City, Westchester

### MATTHEW RIELLEY

Wisconsin

### DOUG ROSENDAHL

San Diego, Riverside

### JOHN RUSSO

Connecticut, Rhode Island

### STEVE SHEA

Kentucky, southern Ohio

### SETH SHERMAN

Indiana, southern Illinois

### TREVOR SILVERIA

Central and southern Virginia,  
West Virginia

### SCOTT SITZES

Dallas

### JASON SMOOT

District of Columbia,  
northern Virginia

### BEATRIZ TORRES

Puerto Rico

### CAROLYN TOUSIGNANT

Orange County

## SALES

### KEVIN WHITE

Tennessee, western Kentucky

### FORREST WILSON

North Carolina

### LINDA WIMMER

EMJAY Retirement Services

414-906-8770

### ERIK WOODIN

Idaho, Montana, North Dakota,  
South Dakota

### ADVISED ASSETS GROUP

#### AL CUNNINGHAM

Director

8515 E. Orchard Road  
Greenwood Village, CO  
303-737-3295

### BANK SERVICES GROUP

#### LARRY FISH

East Regional Manager  
513-322-3980

#### TIM JONES

West Regional Manager  
206-325-0266

#### TODD LYON

Sales Director  
513-322-3975

#### DAVID SOLON

Sales Director  
612-852-4262

#### JOAN WETHERILLE

Sales Director  
612-852-4261

### Northwest

#### RICHARD FIEGEL

Market Leader  
Seattle, WA  
253-661-4483

#### MARILYN NELSON

Seattle, WA

#### JUAN DAVIESS

Portland, OR

### Southwest

#### AMY FOX

Market Leader  
Denver, CO  
303-737-5152

#### DONNA SHARP

Denver, CO

#### BRANTZ GENTRY

Salt Lake City, UT

#### MARTY GURR

Los Angeles, CA

### Iowa/Nebraska

#### DAN WAY

Market Leader  
Cedar Rapids, IA  
319-366-0882

#### KAREN ADAMS

Omaha, NE

#### BRIAN DANIELSON

Des Moines, IA

### Minnesota/Dakotas

#### BRIAN DANIELS

Minneapolis, MN  
612-852-4268

### SANDY HAGAMAN

Minneapolis, MN

### TIM KETCHEM

Minneapolis, MN

### LAURIE MILLER

Minneapolis, MN

### DENNIS SCHNEIDER

Minneapolis, MN

### DEB GOEBEL

Sioux Falls, SD

### Missouri/Kansas

#### GEORGE DIXON

Market Leader  
St. Louis, MO  
618-462-1328

#### CATHY BEARDEN

Springfield, MO

#### MARCIA HATTEY

Kansas City, MO

### Ohio/Kentucky/Tennessee

#### DIANE NEUHART

Market Leader  
Cincinnati, OH  
513-322-3977

#### CHRIS FRICK

Cincinnati, OH

#### STEVE LIPPS

Cincinnati, OH

#### MARY PERSINGER

Cincinnati, OH

#### KRIS STABLES

Cincinnati, OH





**East Wisconsin****PATRICK POEHLER**

Market Leader  
Milwaukee, WI  
414-906-8620

**MIKE BURROUGHS**

Milwaukee, WI

**JUNE SCHUPPEL**

Milwaukee, WI

**SHARON NEJEDLO**

Appleton, WI

**JOHN STYLE**

Green Bay, WI

**West/Central Wisconsin****CYNDEE KELSEY**

Market Leader  
Madison, WI  
608-252-3654

**JENNIFER DELCORE**

Madison, WI

**RENEE GRAHAM**

Madison, WI

**PAULA MOLDENHAUER**

Madison, WI

**STEVE WUETRICH**

Madison, WI

**PAUL LINDVALL**

Rockford, IL

**Chicago****JENNIFER KONTEZKI-CHIN**

Chicago, IL  
312-573-9216

**GOVERNMENT, HEALTHCARE,  
EDUCATION****Alabama****DONALD ERWIN**

450 S. Union St., Suite 2100  
Montgomery, AL 36104  
877-313-2262

**Alaska****LINDA ULRICH**

301 W. Northern Lights Blvd., Suite 406  
Anchorage, AK 99503  
907-276-1500 800-526-0560

**California****USHA ARCHER**

655 N. Central Ave., Suite 1900  
Glendale, CA 91203  
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Irvine, CA 92612  
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San Francisco, CA 94111  
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1775 Sherman St., Suite 2040  
Denver, CO 80203  
303-737-7710 800-947-4409

**Indiana****JAIMIE BEISEL**

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Baton Rouge, LA 70808  
225-926-8082 800-937-7604

**Massachusetts****ROB YOUNG**

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Waltham, MA 02451  
877-457-1900

**Missouri****CONNIE RETTIG**

100 N. Tucker Blvd., Suite 100  
St. Louis, MO 63101  
314-241-1334 877-895-1394

**Montana****LINDA ULRICH**

208 N. Montana Ave., Suite 103-C  
Helena, MT 59601  
406-449-2408 800-981-2786

**Ohio****KRIS MORTON**

100 E. Campus View Blvd., Suite 225  
Columbus, OH 43235  
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**Pennsylvania****JIM ROHLINGER**

301 Chestnut St., Suite 402  
Harrisburg, PA 17101  
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**South Carolina****KATHLEEN NEVILLE**

200 Lake Arbor Drive, Suite 125  
Columbia, SC 29223  
877-457-6263

# SALES

## Tennessee

### JOHN REEDER

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Nashville, TN 37228  
615-244-1030

## Texas

### MIKE ABKOWITZ

400 W. 15th St., Suite 317  
Austin, TX 78701  
512-457-9240 866-613-6189

### GARY WILKINS

1818 N. Memorial Way, Suite 100  
Houston, TX 77007  
713-426-5588 877-313-7693

## Vermont

### KARL KRONER

100 State St., Suite 346  
Montpelier, VT 05602  
802-229-2391

## Wisconsin

### SUE OELKE

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Madison, WI 53718  
608-241-6604

## Guam

### MIKE PEREZ

GWRS c/o Gvmt. of Guam  
Retirement Fund  
424-B Route 8  
Hagatna, Guam 96910-2010  
671-475-8945

## GOVERNMENT

### JULIE KLASSEN

Regional Director, West Region  
949-474-1446 800-933-9808

## NATIONAL 401(K), HEALTHCARE, EDUCATION

### PETE MARGIOTTA

National Sales Director  
960 Route 6, Suite #119  
Mahopac, NY 10541-1722  
845-621-5393

### GREG HODGES

Director, National Accounts  
729 E. Pages Lane  
Centerville, UT 84014-2556  
801-296-6182

### DAN SCHATZ

Director, National Accounts  
1 N. LaSalle St., Suite 3200  
Chicago, IL 60602  
312-269-1898

## EXECUTIVE BENEFITS MARKETS

### MURRAY HOYT

Regional and National Bank Markets  
303-737-6891

### ED MYERS

Corporate Market  
303-737-4345

### VINCE SOTELO

Community Bank Market  
303-737-2214

### DAVID WATTS

Great-West Retirement Services  
Corporate Market  
303-737-4337

## FINANCIAL INSTITUTIONS MARKETS

### JACQUES BROUSSEAU

Mid Atlantic  
804-332-0088

### KRISTOPHER DAVIS

Upper Midwest  
612-619-5648

### MARK EBERHART

Lower Midwest  
317-750-1312

### AARON T. FIELDS

West  
253-722-3988

### DENNIS JAIME

Central  
314-761-3414

### ERIC KELLER

South  
985-773-2610

### SUSAN OLVEY

Florida  
407-756-7942

### WES SEVERIN

National Sales Manager  
303-737-4292



# DIRECTORS

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Insurance Company

Chairman of the Boards of  
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Life Assurance Company, London Life  
Insurance Company, and The Canada Life  
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Deputy Chairman, President and Co-CEO,  
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Executive Vice President and CFO,  
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**JAMES L. MCCALLEN**  
Senior Vice President  
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