

**401kWire.com**

The insiders' edge for defined contribution executives!  
an InvestmentWires' Publication

Thursday, March 23, 2023

## Mintzer Hires an Ex-Institutional Sales Chief

**Matt Mintzer** is making a key addition to his team at **Pentegra**.

Today, Mintzer (executive vice president of sales and marketing, client services, and operations at Pentegra) **confirms** that **Carlo Guerrera** is joining Pentegra. Farmington, Connecticut-based Guerrera will serve as director of national accounts at the White Plains, New York-based firm and will report to Mintzer.

Guerrera most recently served as head of institutional sales at Ascensus' **FuturePlan**. A spokesperson for Ascensus did not immediately respond to a request for comment.

Guerrera started at Pentegra this month, and his role is a newly created one at the firm, confirms Elizabeth Kuhn, marketing coordinator.

"We're growing at such a pace that we needed someone to take [national accounts] on full-time," Mintzer tells **401kWire**. "We are very excited that Carlo was available ... He fits in perfectly!"

Mintzer notes that Guerrera has earned the trust of "so many professionals" in the defined contribution business.

"He joins us at a time when we are building scalable independent fiduciary partnerships with the industry's leading distribution and recordkeeping organizations," Mintzer states. "He will be instrumental in facilitating growing relationships with our enterprise partners and in developing opportunities for new partnerships as we continue to expand our 3(16) fiduciary footprint across the industry."

"I couldn't be more excited to join the Pentegra organization and the opportunity to expand partnerships, distribution opportunities and Pentegra's 3(16) fiduciary presence, especially as we move into the large plan market," Guerrera states.

Guerrera **joined** FuturePlan last year after **serving** as member

relationship director, retirement at LIMRA sibling SRI. Earlier, he spent more than two decades with the retirement businesses at MassMutual and the Hartford. He is an alumnus twice over of the University of Hartford.

**Printed from: <http://www.I-Wires.com/story.asp?s=65745>**

**Copyright 2023, InvestmentWires, Inc.  
All Rights Reserved**

[Back to Top](#)