



**Dawn Behnke**  
**Executive Vice President**  
**Life Insurance Division**  
**Pacific Life Insurance Company**

Ms. Behnke serves as executive vice president of the Life Insurance Division. As the head of the Life Insurance Division, she is responsible for the growth and profitability of the division, as well as the continued expansion efforts in core and new markets. Ms. Behnke is a member of Pacific Life's Management Committee.

Ms. Behnke joined Pacific Life as a program manager in 2001, overseeing the new business improvement program and the merger of the two primary go-to-market distribution channels. In 2003, she was promoted to director and then in 2004, was promoted to assistant vice president, Sales and Marketing Operations. She launched the first field productivity program across 22 regional offices and facilitated efficiency initiatives across the Life Insurance Division's distribution channels. In October 2006, Ms. Behnke was promoted to vice president and then to senior vice president in April 2010 where she was responsible for the Life Insurance Division's product, marketing, underwriting, information technology and strategic planning functions. In January 2017, Ms. Behnke was promoted to executive vice president.

Ms. Behnke began her career with Prudential Insurance Company in 1987 and held various positions in the IT and marketing research departments. Her responsibilities included managing policy administration, member services, and direct marketing information systems for a large group health insurance account. After nine years, Ms. Behnke assisted with the transition of the group health insurance systems to the Hartford Insurance Group. In 1997, Ms. Behnke joined the consulting firm, Accenture, managing large systems integration and business improvement projects at New York Life and Pacific Life.