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**KARIN RETTGER OF PRINCIPAL RESOURCE GROUP  
HONORED WITH 2017 LEADERSHIP AWARD**

***Benefits Expert Celebrated for Her Contributions to Elevate the Employee Benefits Industry***

**NASHVILLE, TN** – Karin Rettger, founder and president of Chicago-area Principal Resource Group, received the 2017 Leadership Award at ASCEND, the annual conference of The Association for Insurance Leadership (AIL), held in Nashville, TN, January 26-29. The award recognizes those whose leadership in support of improving the value and performance of employee benefits has significantly advanced the industry.

“Recognized as one of the Most Influential Women in Advising in 2016 and recently named by *Employee Benefit News* magazine to their list of ‘30 People to Watch in Employee Benefits in 2017’, Karin Rettger is an acknowledged leader in the employee benefits industry,” says Nelson L. Griswold, Chairman of the Association for Insurance Leadership. “As an accomplished woman in an industry that remains male-dominated and largely wedded to outdated status-quo thinking, Karin provides a strong, distinctive voice that rejects these stale ideas and looks beyond them to identify and promote innovative strategies that improve her clients’ benefits plans and advance the employee benefits industry.”



*Karin Rettger*

Honored as one of America’s Top Women Advisors in 2015 by the National Association of Plan Advisors, Karin is nationally recognized as an authority on 401(k) retirement plans. She has been an early advocate for the use of Health Savings Accounts (HSA) as a tax-deferred asset-protection savings vehicle to pay for post-retirement medical expenses and has spoken at industry conferences on the subject. Karin has published two award-winning books on 401(k) plans and co-authored *Doing More With Less*, described as “the playbook on benefits for organizations who want to *manage costs, maximize capital & drive more dollars to the bottom line.*”

Karin began her career in benefits while still in high school, working after school for a local broker who encouraged her to get her license when few women were in the industry. Following his advice, she got licensed and, after earning her Masters in Business Administration, began working with national a brokerage firm. In 1996, she went out on her own and started Principal Resource Group. As Karin has evolved in the business, national industry organizations have tapped her for key leadership positions, including service on the national Board of Directors for the Plan Sponsor Council of America and national roles with the Worldwide Employee Benefits Network.

“Karin Rettger has provided thoughtful and insightful leadership in our industry, not just as a woman but also as an innovative benefits professional,” says AIL’s Griswold. “Her ability to recognize nascent trends and “next” practices place her at the forefront of an industry hungry for leadership. We are delighted to be able to recognize her with this distinguished award honoring her leadership in our industry.”

As the recipient of the Leadership Award, Karin Rettger joins David Contorno of Lake Norman Benefits in Mooresville, NC and previous winners including Mark Gaunya of Borislow Insurance in Methen, MA.

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For additional information, photos, or to schedule an interview with either Karin Rettger or Nelson Griswold, contact the Association for Insurance Leadership at (615) 369-0618 or email [info@insurancebottomline.com](mailto:info@insurancebottomline.com).

### **About AIL–The Association for Insurance Leadership**

The Association for Insurance Leadership (AIL) is the only organization exclusively for the leaders and executives of independent employee benefits firms. The AIL is driven by a “Today & Tomorrow” agenda to elevate the employee benefits industry. AIL’s NextGeneration Benefits Firm® business model elevates the industry *today* by creating firms that provide employers with better and more cost-effective employee benefits. AIL’s NextGeneration Leadership® program elevates the industry *tomorrow* by equipping the emerging leaders who will be the next generation of insurance leadership. AIL member firms serve many thousands of employers across every industry sector in almost every state in the nation. AIL members learn key business insights & strategies, collaborate to share their collective wisdom & best practices, mentor emerging leaders, expand their solutions portfolio, and enhance their results.