



Kim Cochrane, QPA, TGPC
Director Client Services
HUB International Mid Atlantic

Kim Cochrane, QPA, TGPC is the Director or Client Services of HUB International Mid Atlantic LLC in Rockville, MD. She has over 25 years of experience, primarily in the consulting area of IRS, Department of Labor and ERISA regulations.

Kim focuses on corporate and non-profit retirement plans, including pension plans, 401(k) plans, 403(b) plans, profit sharing, cash balance and executive benefit plans. Kim's day to day responsibilities include working with plan trustees on addressing their fiduciary responsibilities and working with individuals on managing their retirement accounts.

Kim holds FINRA Series 6, 63 and 65 securities regulations, life and health insurance licenses and is a credentialed and active member of the ARA (American Retirement Association), NAPA (The National Association of Plan Advisers) and WIPN.

At HUB, Kim is a Non-Profit Specialty Expert and has received numerous industry awards, including NAPA's Top Woman Advisor, Plan Adviser's Top Retirement Plan Adviser and Plan Sponsor Advisor of the Year Finalist.

Prior to joining HUB in January 2022, she was the Director of Client Services with Raffa Retirement Services. She has spent over 20 years as a Relationship Manager and Consultant at some of the biggest recordkeepers in the industry.



Eduardo Gimenez, CFP®, AIF®, RPA
Vice President - Retirement
HUB International Mid Atlantic

Eduardo is the Vice President of Retirement at HUB International, Mid-Atlantic in Rockville, Maryland and an industry leader in providing full-service retirement plan strategies and services to corporations, non profit organizations and small businesses.

Eduardo focuses on investment analysis and due diligence to employee communications and vendor fee benchmarking. His strategic process seeks to protect employers from corporate and personal financial liability and most importantly improving the financial well-being for all employees.

Eduardo holds the CFP designation from the Certified Financial Planner Board of Standards, the AIF-Accredited Investment Fiduciary designation from Fi360 and the RPA-Retirement Plan Associate designation from the International Foundation of Employee Benefit Plans.

At HUB, Eduardo is considered an expert and member of the Non Profit Specialty Group and has received numerous industry awards including Financial Times Top 401 Retirement Plan Advisors in the years 2015-2018.

He has served on multiple boards throughout his career. In 2014-2018 he served on the board for The Institute for Conservation Leadership. He was also a board member for The Charlottesville Waldorf School for 6 years.



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Jonathan Young, PPC®
Senior Vice President,
Senior National
Accounts Manager



As Capital Group's speaker on all things retirement, Jonathan Young believes six of the most powerful words in the English language are: Let me tell you a story. He weaves humor, statistics and insights drawn from over 30 years of experience to coach financial professionals to retirement plan success.

Jonathan inspires everyone he meets with his passion for the noble quest of improving participant outcomes. His mission is to show the vital role we can play as champions of dignified retirements for upcoming generations of Americans.

This former financial advisor knows the value advisors deliver to clients each day and always looks for ways advisors can take their practices to the next level. His decades of investment industry experience include over 28 years at Capital Group as well as time spent at PaineWebber. He holds a bachelor's degree in Speech Communication and Rhetoric from Old Dominion University, as well as the Accredited Investment Fiduciary®, Qualified Plan Consultant® and Professional Plan Consultant® designations.

This Virginia native can be spotted in his natural habitat of Chesapeake, VA, where he's known to indulge in his passions for classic muscle cars, classic vinyl, barbeque grillery and saltwater fishing.

"In my 20-plus years of attending wealth management and retirement plan conferences, I've heard many people speak. Few - if any - deliver the energy, knowledge and entertainment like Jonathan. He's equal parts subject matter expert, master storyteller and comic. Your brain and practice will benefit from attending his session(s)."

- Advisor of 20+ years

"Jonathan cuts through the noise and delivers content that's relevant and meaningful. With wit and warmth, he creates an atmosphere that excites and engages the listeners."

- Advisor of 30+ years