



W&S Financial Group Distributors

A member of Western & Southern Financial Group



Harvey T. Fladeland, CRPC®

Senior Vice President, National Sales Manager, Broker-Dealer & Financial Institutions

W&S Financial Group Distributors, Inc.

Harvey T. Fladeland, CRPC® is senior vice president, national sales manager, broker-dealer & financial institutions, for W&S Financial Group Distributors, Inc., an operating unit of IFS Financial Services, Inc., and the wholesale division of Western & Southern Financial Group (Western & Southern), based in Cincinnati.

Fladeland leads the business development and sale of annuities, life insurance and related products through broker-dealer and financial institutions. He reports directly to Mark E. Caner, president of W&S Financial Group Distributors.

Fladeland joined the company in 2019, bringing more than three decades of experience in the financial services industry. He has served in a range of management positions with Piper Jaffray, Invesco, Ameriprise/RiverSource and AXA Equitable.

Fladeland is a graduate of Minnesota State University, Mankato. He has earned the Chartered Retirement Planning CounselorSM (CRPC®) designation and holds FINRA Series 7, 24, 63 and 65 registrations. He is also life and health insurance licensed.

Before coming to Cincinnati, Fladeland and his wife resided in the Dallas area for more than 22 years. They have five daughters. One currently attends college and the other four all have graduated and now work in the insurance and financial services profession.

To address the risks associated with accumulation, distribution and preservation of retirement and legacy wealth, W&S Financial Group Distributors serves as Western & Southern’s wholesale distributor of annuity and life insurance products from Western-Southern Life Assurance Company, Integrity Life Insurance Company and National Integrity Life Insurance Company. Variable products are offered by **Touchstone Securities, Inc.*** All are member companies of Western & Southern, a diversified family of financial services companies whose heritage dates to 1888. Supporting a national network of financial institutions, broker-dealers, independent agents and independent marketing organizations, W&S Financial Group Distributors assists financial professionals in helping individuals invest, protect and manage risk for their retirement and legacy.

Products are issued and guaranteed by Western-Southern Life Assurance Company, Cincinnati, OH, Integrity Life Insurance Company, Cincinnati, OH, or National Integrity Life Insurance Company, White Plains, NY. Western-Southern Life Assurance Company operates in DC and all states except NY. Integrity Life operates in DC and all states except NY, where National Integrity Life operates.

*A registered broker-dealer and member FINRA/SIPC.