



W&S Financial Group Distributors

A member of Western & Southern Financial Group



Pearse McCormack

Divisional Vice President

W&S Financial Group Distributors, Inc.

Pearse McCormack is a divisional vice president for annuities and life insurance for financial institutions for W&S Financial Group Distributors, Inc., an operating unit of IFS Financial Services and the wholesale division of Western & Southern Financial Group (Western & Southern), based in Cincinnati.

A financial services industry veteran possessing experience dating to 1997, McCormack partners with banks and their representatives to provide a comprehensive suite of annuity and life insurance product and fulfillment solutions from the Western & Southern family of companies. He and the regional vice presidents who report to him deliver sales, marketing and training support in the use of annuities and life insurance for helping secure retirement and legacy benefits for individuals and families. He reports directly to Harvey T. Fladeland, senior vice president, financial institutions.

McCormack joined W&S Financial Group Distributors in 2012. Bringing an in-depth knowledge of a wide range of financial products and services, he has advanced in positions of increasing responsibility, serving as regional life consultant, managing regional life consultant and, most recently, as sales manager for life insurance distribution in financial institutions. Previously he worked for New York Life Insurance Company and Financial Resources Group (formerly LPL Financial).

McCormack is a graduate of Hofstra University with a bachelor of business administration degree in business management. He holds FINRA Series 6, 7, 26 and 63 registrations and New York life and health insurance licenses.

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. 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.

W&S Financial Group Distributors, Inc., Cincinnati, OH (doing business in CA as W&S Financial Insurance Services) is an affiliated life insurance agency of the issuer.