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Western & Southern's New Orleans Office Wins Company's Highest Honor for Sales and Service

CINCINNATI — March 26, 2007 — Western & Southern Financial Group® has announced that its New Orleans district office has earned the 2006 President's Trophy. The trophy is a prestigious honor that recognizes sales and service excellence. Districts are rated monthly in a number of categories, most of which relate to life insurance sales and service results.

The New Orleans office is led by district sales manager Earl Owens, LUTCF, and includes sales managers Mauricio Sevilla and Timothy Crowley, as well as sales representatives Kim Bailey; Geroy Brimmer; John Chaisson; Brett Dalessandro; Chris Dantin, LUTCF; Marlon Dominique, Jr.; Joseph Espat, LUTCF; Daniel Fremin; Jerry Froeba, CLU, LUTCF; Ray Hartman; Dottie Kirchem DeBartolo; Gary Lamonte, LUTCF; Manuel Miranda, Jr.; Shonika Nixon; Curry Royal; Jose Saenz; John Small and Donald Villarrubia, LUTCF. Administrative staff includes Rae Ann Desselle, Lynda Hebert, and Christin Rodemann.

In 2005 the New Orleans office experienced the devastating impact of Hurricane Katrina. The office was closed for more than a month as associates and clients were evacuated and relocated throughout the country. The office reopened in October 2005 with a team that was ready for business.

Bryan C. Dunn, CLU, ChFC, president of W&S Agency Group, acknowledged the significance of the President's Trophy for the New Orleans office after suffering such a severe blow to business operations. "The New Orleans office gave such an extraordinary effort in rebuilding their business after Hurricane Katrina hit," he said. "Their achievement truly speaks to the spirit of the office and the community. They certainly deserve this recognition due to their high performance."

After reopening the office, New Orleans sales representatives continued providing service by becoming licensed in additional states to where their clients had been relocated.

“We won the President’s Trophy because of the strength of individual human beings – the people who live in this area and the people who work in our district – having the faith that we could make things better,” Owens said. “Our district was disciplined and had a strong work ethic, but after Hurricane Katrina they had more passion.

“But it is hard to talk just about the accomplishments of our office when the whole community has accomplished so much. We are just part of that.”

Owens and his team members were honored at a banquet and celebration March 2 at the Ritz Carlton in New Orleans. John F. Barrett, chairman, president and chief executive officer for Western & Southern, and Dunn presented the trophy along with other company executives.

Western & Southern contributed \$1 million towards the relief effort in recognition of the associates, customers, clients and others who were impacted by Hurricane Katrina. The contribution was made immediately following the disaster to several charitable organizations, including: The American Red Cross, Catholic Charities, and the Salvation Army.

About Western & Southern Financial Group®

Western & Southern Financial Group (Western & Southern) is a Cincinnati-based diversified family of financial services companies with assets owned, under management and under our care in excess of \$47 billion. A Fortune 500 company, Western & Southern has received A.M. Best’s highest rating of A++ Superior for financial strength, Standard & Poor’s AA+ rating (one of the 10 highest rated life insurance groups in the world) and is consistently recognized by Moody’s and Fitch for financial strength and sound management. With a heritage dating to 1888, the group’s affiliates include The Western and Southern Life Insurance Company, Western-Southern Life Assurance Company, Capital Analysts Incorporated,^{1, 2} Columbus Life Insurance Company, Eagle Realty Group LLC, Fort Washington Investment Advisors, Inc.,¹ Fort Washington Savings Company,³ IFS Financial Services, Inc., Integrated Investment Services, Inc., Integrity Life Insurance Company, The Lafayette Life Insurance Company, National Integrity Life Insurance Company, Todd Investment Advisors, Inc.,¹ Touchstone Advisors, Inc.,¹ and Touchstone Securities, Inc.² For more information, visit www.westernsouthern.com. Western & Southern is the title sponsor of the Western & Southern Financial Group Masters and Women’s Open tennis tournaments.

1 A registered investment advisor.

2 A registered broker-dealer and member NASD/SIPC.

3 Member FDIC.

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