



# IFS Financial Services

A member of Western & Southern Financial Group

## FOR IMMEDIATE RELEASE

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## IFS Names Hughes Regional Territory Development Manager

CINCINNATI — Aug. 4, 2008 — IFS Financial Services, Inc. (IFS), has promoted Nathan Hughes to regional territory development manager. In his new role, Hughes will support the Georgia-Florida region by working with financial institutions and their investment representatives to develop fixed, variable and immediate annuity sales. He will join IFS' external wholesaling team on Aug. 11.

IFS distributes fixed, variable and immediate annuities from Western-Southern Life Assurance Company, Integrity Life Insurance Company and National Integrity Life Insurance Company. All are member companies of Western & Southern Financial Group (Western & Southern).

"Nathan has distinguished himself by providing excellent sales and service to clients. He has consistently achieved record levels of call volume and demonstrated a high-quality presentation each time," said Charles White, senior vice president, financial institutions, with W&S Financial Group Distributors, Inc., an operating unit of IFS. "He has demonstrated that quantity and quality are indeed compatible. We anticipate an even higher level of performance from him in his new position."

Prior to joining IFS in 2005, Hughes spent two years with Protective Life as a wholesaler for the broker/dealer channel selling variable and fixed annuities.

Hughes received an undergraduate degree in finance and business administration from Northern Kentucky University. Additionally, he graduated from Wholesaler Development Institute, an organization that offers customized training and systems to meet the specific needs of a wholesaling team. He currently resides in the Delhi neighborhood of Cincinnati.

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### **About IFS Financial Services**

Established in 1991 and now one of Western & Southern Financial Group's key growth engines, IFS Financial Services, Inc. complements the goals of the organization by successfully diversifying earnings, products and distribution channels. IFS consists of two core revenue-generating business units — W&S Financial Group Distributors, Inc., and Touchstone Investments (Touchstone Advisors, Inc. and Touchstone Securities, Inc.) W&S Financial Group Distributors offers fixed, variable and immediate annuities, as well as life insurance, through financial institutions. Touchstone delivers a selection of money managers who act in a sub-advisory capacity to provide mutual fund solutions through broker-dealers, financial advisors and financial institutions, including W&S Brokerage Services, Inc.

### **About Western & Southern Financial Group**

Western & Southern Financial Group (Western & Southern) is a Cincinnati-based diversified family of financial services companies with assets owned, managed 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,<sup>1,2</sup> Columbus Life Insurance Company, Eagle Realty Group, LLC, Fort Washington Investment Advisors, Inc.,<sup>1</sup> Fort Washington Savings Company,<sup>3</sup> IFS Financial Services, Inc., Integrity Life Insurance Company, The Lafayette Life Insurance Company, National Integrity Life Insurance Company, Todd Investment Advisors, Inc.,<sup>1</sup> Touchstone Advisors, Inc.,<sup>1</sup> and Touchstone Securities, Inc.<sup>2</sup> For more information, visit [www.westernsouthern.com](http://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 FINRA/SIPC.*

*3 Member FDIC.*

*Ratings refer to the financial strength of the insurance company and not to the safety, stability or performance of any investment product.*

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