

**FOR IMMEDIATE RELEASE:**

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**CAPITAL ANALYSTS INCORPORATED ELEVATES TWO SENIOR EXECUTIVES  
AND MAINTAINS SHARP FOCUS ON WEALTH MANAGEMENT SERVICES**

CINCINNATI — Oct. 15, 2008 —Chairman, President and Chief Executive Officer John F. Barrett, of Western & Southern Financial Group (Western & Southern) a Fortune 500 company, announced today, the elevation of two senior executives at Capital Analysts Incorporated (CAI). CAI is a wholly-owned subsidiary of Western & Southern.

Mr. Robert S. Cogan was named Vice Chairman of CAI as part of a planned succession strategy. In addition, Mr. Matthew E. Lynch was promoted to President and Chief Executive Officer of CAI.

According to Mr. Barrett, CAI's distinctive focus on wealth management services will continue. The elevation of these two executives results in an exceptional balance between proven business success and innovative thinking. This unusual balance will greatly benefit independent advisors throughout the country.

“Bob is extremely well-respected within the broker-dealer industry. As CAI's President, he led the company to ‘top 50’ independent broker-dealer status. In Bob's new role as Vice Chairman, he will focus on strategic planning, business development and CAI's new Wealth Management Model. He is a valued member of our senior executive team and has 35 years of experience. We look forward to fully leveraging Bob's expertise and depth of experience on behalf of our independent advisors,” said Mr. Barrett.

Prior to being named to Vice Chairman of CAI, Mr. Cogan served as CAI President since 1992. Previous to that time, he was President of the Broker-Dealer with CAI's former owner, Fidelity Mutual. Mr. Cogan earned an undergraduate degree in Psychology from Oakland University. He also has a Master of Arts in Administrative Management from Michigan State University.

***Matthew E. Lynch Promoted to President and CEO***

CAI Chairman Maribeth Rahe congratulated Matthew E. Lynch in his promotion to the company's new President and Chief Executive Officer.

“Matt is well-versed in CAI's long-term plan to partner with independent advisors who actively provide wealth management services to affluent clients. He has been instrumental in creating CAI's overall business strategy for this core competency. Matt also led the effort for assembling the necessary tools, processes, and talent with the distinct purpose of delivering relevant value to advisors now and in the future.” stated Ms. Rahe.

**-MORE-**

## **Add Two – CAI Promotes Two Senior Executives**

As CAI's new President and Chief Executive Officer, Mr. Lynch will be responsible for CAI's strategic direction and tactical operations. Prior to his promotion, Mr. Lynch served as Senior Vice President and Chief Operating Officer at CAI. He first joined CAI in 2006 as Senior Vice President of Corporate Planning and Development. Mr. Lynch's previous experience includes serving as Director of the Business Consulting Group at Moss Adams, LLP, and Senior Vice President, Chief Financial Officer and Chief Administrative Officer for Lincoln Financial Advisors. He earned an Executive Master of Business Administration from Xavier University.

### **About Capital Analysts Incorporated**

Founded in 1968, Capital Analysts Incorporated (CAI)<sup>1,2</sup> was one of the very first independent financial planning broker/dealers. In the 1970s, the firm was a pioneer in the application of diversification and asset allocation, which have since become standard in the industry. In the 1980s, the company recognized the significance of the rapidly expanding mutual fund industry and created unbiased proprietary research, including a fund ranking system, which predated Morningstar. In the 1990s, it was among the first firms to offer an "open architecture" fee-based asset management program – Capital Analysts Asset Management Services (CAAMS), with proprietary research and asset allocation models. Now in the 21<sup>st</sup> century, CAI is still leading the way. CAI is among the Top 50 independent broker/dealers in the country. It provides unprecedented value to its wealth management advisors who serve affluent clients.

*1 A registered investment advisor.*

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

### **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.*