



W&S Financial Group Distributors

A member of Western & Southern Financial Group



Anthony J. Gigliotti

Vice President, Institutional Markets & Operational Support

W&S Financial Group Distributors, Inc.

Anthony J. Gigliotti is vice president, institutional markets & operational support, 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.

Drawing on experience in the insurance and financial service industry dating to 1996, Gigliotti distinguishes himself leading high-performing teams and driving strategic growth across product, operations and distribution. He currently oversees the enterprise-wide development of institutional businesses including Bank-Owned Life Insurance (BOLI) and Pension Risk Transfer (PRT). He leads sales strategy and cross-functional coordination across business units and shared services. He also directs efforts enhancing client experience, operational scalability and compliance for institutional and third-party distribution partners. In addition, he serves as a Generative AI champion for the business unit. He reports directly to Mark E. Caner, president of W&S Financial Group Distributors.

Previously, Gigliotti headed up sales support for W&S Financial Group Distributors. In addition, he has held leadership roles in annuity marketing, group annuity solutions, retirement services and financial institutions support for several other major insurers. There too he consistently delivered outstanding results in product development, business development, process innovation and client service.

Gigliotti holds a bachelor's degree in political science from Northern Kentucky University and maintains multiple industry licenses and certifications, including FINRA Series 6, 7, 24, 63 and 66 registrations, as well as Kentucky Life and Health Insurance licenses. He and his wife and family reside in Fort Mitchell, Kentucky.

To address the risks associated with the accumulation, distribution and preservation of wealth for retirements and legacies, 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 for, live in and manage risk up to and through retirement.

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