



W&S Financial Group Distributors

A member of Western & Southern Financial Group



David A. Perkins, CRPC®

Director, Sales Support

W&S Financial Group Distributors, Inc.

David A. Perkins, CRPC®, is director, sales 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.

With financial services industry experience dating to 2004, Perkins is responsible for all internal wholesaler training and operational key account management. He provides direction to over 25 associates serving the financial institution, broker-dealer and independent marketing organization distribution channels. He reports directly to Mark E. Caner, president of W&S Financial Group Distributors.

Perkins first joined Western & Southern in 2014 as an internal wholesaler. Since then he has served as a team leader, sales desk manager and as institutional accounts director before advancing to his current role. His experience in financial services also includes positions with Luma Financial Technologies, US Bank, Chaco Credit Union, MetLife and MidUSA Credit Union.

Perkins has earned an associate's degree in accounting technology from Miami (OH) University and bachelor's degrees in accounting and business administration from Wilmington College. He has passed the FINRA SIE exam and has FINRA Series 6, 63 and 26 registrations. In addition, he is state life and health insurance licensed and holds the Chartered Retirement Planning Counselor (CRPC®) designation from the College for Financial Planning.

Perkins resides in Montgomery, Ohio with his wife Kim and their four daughters. In his personal time he enjoys spending time with family and watching sports, particularly Cincinnati teams.

To address the risks associated with accumulation, distribution and preservation of retirement 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. Variable products offered by **Touchstone Securities, Inc.*** 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 Americans invest, protect and manage risk for their retirement and legacy.

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