



# W&S Financial Group Distributors

A member of Western & Southern Financial Group



## Pearse McCormack

**Sales Manager, Life Insurance**  
W&S Financial Group Distributors, Inc.

Pearse McCormack is sales manager of life insurance for financial institutions for W&S Financial Group Distributors, Inc., an operating unit of IFS Financial Services, Inc., and the wholesale division of Western & Southern Financial Group Distributors (Western & Southern), based in Cincinnati.

A financial services industry veteran with more than 20 years of experience, McCormack partners with banks and their representatives to provide a comprehensive suite of life insurance product and fulfillment solutions from the Western & Southern family of companies. He and the regional life consultants who report to him deliver sales, marketing and training support in the use of life insurance for helping secure protection and legacy benefits for individuals and families. He reports directly to Mark E. Caner, president of W&S Financial Group Distributors.

McCormack joined W&S Financial Group Distributors in 2012, bringing an in-depth knowledge of a wide range of financial products and services. Previously he worked for New York Life Insurance Company and Financial Resources Group (formerly LPL Financial).

McCormack is a graduate of Hofstra University with a bachelor of business administration degree in business management. He holds FINRA Series 6, 7, 26 and 63 registrations and New York life and health insurance licenses.

To address the risks associated with accumulation, distribution and preservation of retirement and legacy 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. 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, protect and manage risk for their retirement and legacy.

Products are issued and guaranteed by Western-Southern Life Assurance Company, Cincinnati, OH, Integrity Life Insurance Company, Cincinnati, OH, or National Integrity Life Insurance Company, Greenwich, NY. Western-Southern Life Assurance Company operates in DC and all states except NY. Integrity Life operates in DC and all states except NY, where National Integrity Life operates.