



W&S Financial Group Distributors

A member of Western & Southern Financial Group



Charles E. White, CRPC

Senior Vice President
Financial Institution Distribution
W&S Financial Group Distributors, Inc.

Charles E. White, CRPC, is senior vice president of financial institution distribution for W&S Financial Group Distributors, Inc., an operating unit of IFS Financial Services, Inc., and wholesale division of Western & Southern Financial Group (Western & Southern), based in Cincinnati.

White leads the business development and sale of annuities and life insurance through financial institutions. Managing the day-to-day operations of the channel, he reports directly to Mark E. Caner, president of W&S Financial Group Distributors.

Now possessing over 30 years of experience in insurance and financial services, White joined Western & Southern in 1998 as a regional marketing director with IFS. Promoted to senior regional vice president with W&S Financial Group Distributors in January 2007, he advanced to his current position in August 2007. He previously served as sales director for Life of the Southwest and vice president of sales at First Gibraltar Bank.

White holds a bachelor's degree in political science from the University of Chicago and a graduate diploma in bank management from the Consumer Banker's Association at the University of Virginia. In addition, he is a Chartered Retirement Planning Counselor.

A native of St. Louis, White and his wife, Gail, have three adult children and reside in West Chester, Ohio. His community involvement includes Cincinnati Christian University, where he serves on the Board of Trustees.

To address the risks associated with the 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 distributed 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 individuals invest for, live in and manage risk up to and through retirement.

Products are issued and guaranteed by Western-Southern Life Assurance Company, Cincinnati, OH, Integrity Life Insurance Company, Cincinnati, OH, and National Integrity Life Insurance Company, Goshen, NY. Western & Southern Life operates in DC and all states except AK, ME, NH, NY and RI. Integrity operates in DC and all states except ME, NH, NY and VT, where National Integrity operates.