



# W&S Financial Group Distributors

A member of Western & Southern Financial Group



## Mark E. Caner

**MBA, AEP, ChFC, CLU, CFP®**

### President

W&S Financial Group Distributors, Inc.

Mark E. Caner, MBA, AEP, ChFC, CLU, CFP® is president of 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.

Drawing on 35 years of experience in the financial services industry, Caner has earned a national reputation as an expert on and spokesperson for retirement and legacy planning solutions. Caner joined Western & Southern in 2006 and is responsible for leading multiple intermediary sales channels including financial institutions, broker-dealers, independent marketing organizations, independent agents, registered investment advisors, institutions and full-service national broker-dealers.

In addition, he has responsibility for relationship management, marketing, product development and sales support. Before coming to Western & Southern, Caner served as vice president and national sales manager with Nationwide Financial Services, and directed the sales and marketing efforts for variable and income annuities through banks, broker-dealers and wirehouses. Caner attended The Ohio State University in Columbus, Ohio, where he graduated with a bachelor of science degree in business administration. He also holds a master's degree in business administration from Capital University and a doctorate degree in strategic leadership from Regent University. He has achieved the prestigious CERTIFIED FINANCIAL PLANNER (CFP®), Chartered Financial Consultant (ChFC), Chartered Life Underwriter (CLU) and Accredited Estate Planner (AEP) industry designations.

His not-for-profit activities include current service as National Advisory Board Member for The Salvation Army USA, Advisory Board Member for The Salvation Army of Greater Cincinnati & Northern Kentucky and Finance Advisory Board Member for The Ohio State University Fisher College of Business. He is a past board member for American Red Cross, Miami Valley Christian Academy Board of Directors and Young Life of Greater Cincinnati.

Caner and his wife reside in Cincinnati. In his personal time, he enjoys spending time with his family, plays tennis and golf, teaches financial management at his church and is an avid Ohio State sports fan.

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.

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, White Plains, NY. W&S Financial Group Distributors, Inc. (doing business in CA as W&S Financial Insurance Services) is an affiliated life insurance agency of the issuer.