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Contacts:

Charley Gillespie
(614) 249-5701
gillesc1@nationwide.com

Erica Lewis
(614) 249-0184
lewise6@nationwide.com

Nationwide Financial creates defined contribution investment only sales team

Specialized team will help advisors select investments for plan sponsors and plan participants

Columbus, Ohio — Nationwide Financial today announced a new defined contribution investment only (DCIO) team to help drive sales of Nationwide Funds by retirement plan advisors. This specialized team will help [financial advisors](#) select the right investments for the portfolios of their plan sponsors and plan participants that allow the best return with the least risk.

This specialized team will provide retirement plan advisors with in-depth support and product positioning. This support is designed to help advisors win and retain business by making it easier for them to create effective investment menus for their retirement plan clients.

“We created this team as a result of the strong growth of our mutual fund business,” said David Giertz, president of distribution and sales for Nationwide Financial. “Last year, Nationwide Funds experienced tremendous year-over-year growth of 33 percent, and this team will help support that level of continued growth in 2013.”

Nationwide Financial has aggressively increased its mutual fund wholesaling staff since the end of 2012. In addition to a dedicated DCIO team, the company has added five new wholesalers, a divisional vice president for the West Coast and a national account team devoted to mutual funds. These new additions compliment Nationwide Financial’s “team of specialists” consultative approach by bringing specialists from a variety of areas to advisors.

“This is another example of our commitment to growing our mutual fund business,” said Mike Spangler, president of Nationwide Funds. “We will achieve this growth through our unique ability to deliver a unique product line-up and superior distribution capabilities that enable us to help advisors help their clients prepare for and live in retirement.”

The new members of the DCIO sales team:

Jeff Gardner will serve as the divisional vice president for the DCIO team, and will be responsible for leading the team. Gardner previously led Nationwide Financial's fee-based sales team. He earned a master's degree in business administration from the University of Georgia and a bachelor's degree from Fordham University. He also holds a Certified Investment Management Analyst® (CIMA) designation, a Certified Financial Planner® (CFP) designation and an Accredited Investment Fiduciary Analyst® (AIFA) designation.

Eleana McLane will serve as the regional vice president for the Northeast territory. McLane joined Nationwide Financial in 2009 and was a regional wholesaler for the fee-based team. She has worked in the financial industry since 1984. She earned a bachelor's degree from Rider University and maintains a CIMA designation.

Mark McGowan will serve as the regional vice president for the Central region. McGowan previously worked for Nationwide Financial's private-sector retirement plans business as a regional wholesaler in St. Louis. He earned a bachelor's degree in communications from the University of Illinois, Urbana – Champaign and holds an AIFA designation.

Bruce Guarino will serve as the regional vice president for the West Coast. His previous position with Nationwide Financial was as a regional wholesaler for the fee-based team. He holds a CFP designation and a Certified Life Underwriter (CLU) designation.

Chad Metzger will serve as the regional vice president for the Midwest and Southeast territories. Metzger joined Nationwide Financial in 2009 and worked to increase sales to fee-based advisors. He holds a master's degree in finance from Xavier University and a bachelor's degree in accounting and finance from The Ohio State University. He also holds CIMA and AIFA designations.

“This DCIO team was hand-picked from Nationwide associates and will play an important role in providing advisors with a consultative sales process,” said Karen Heath-Wade, vice president of mutual fund sales for [Nationwide Financial](#). “As a part of our team of specialists, Jeff, Eleana, Mark, Bruce and Chad will be focused on driving awareness and sales of Nationwide Funds within retirement plans.”

About Nationwide

Nationwide Mutual Insurance Company, based in Columbus, Ohio, is one of the largest and strongest diversified insurance and financial services organizations in the U.S. and is rated A+ by both A.M. Best and Standard & Poor's. The company provides customers a full range of insurance and financial services, including auto insurance, motorcycle, boat, homeowners, pet, life insurance, farm, commercial insurance, annuities, mortgages, mutual funds, pensions, long-term savings plans and specialty health services. For more information, visit www.nationwide.com.

About Nationwide Funds

Based in the Philadelphia area, Nationwide Funds is the mutual fund business of Nationwide Financial Services Inc., a leading provider of long-term savings and retirement products and a Nationwide Insurance company. A strategic partner to advisors, Nationwide Funds provides a full family of subadvised mutual funds designed to help

meet the unique investment goals and risk tolerances of their investor clients. As of December 31, 2012, Nationwide Funds manages 91 funds with approximately \$45 billion in assets.

Life insurance is issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio.

Nationwide, Nationwide Financial, the Nationwide framemark, Nationwide YourLife and On Your Side are service marks of Nationwide Mutual Insurance Company.

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