

Ohio National and ONESCO: A great combination

Terry Garrard: Are you finding that the relationship between Ohio National and ONESCO has been additive to your organization?

Chris Heckadon: Oh, very much so.

I've always believed in working with a broker/dealer that has an insurance carrier attached to it.

I think that's important.

It provides value.

You know, from my perspective, I always say its pride in the outfit and confidence in the leadership.

So you take pride in who you're representing from an insurance and investment perspective.

Then you have to have confidence in leadership and I think, both sides, I have the confidence that both ONESCO and Ohio National will be here long-term.

That provides value to our clients, as well.

So, it's worked well.

We're just going to keep building it out.

[ONESCO logo shown on the screen]

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The O.N. Equity Sales Company, Member FINRA/SIPC
One Financial Way, Cincinnati, Ohio 45242
877.663.7267
joinonesco.com
Post Office Box 371, Cincinnati, OH 45201-0371

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