



LIFE INSURANCE

RETIREMENT

EMPLOYEE BENEFITS

[www.OneAmerica.com](http://www.OneAmerica.com)

FOR IMMEDIATE RELEASE

**Mark Scalercio Joins OneAmerica® as Senior Vice President**  
*New Head Will Lead Sales and Distribution Forward*

INDIANAPOLIS (Dec. 21, 2020) — Mark Scalercio has joined OneAmerica® as senior vice president, head of distribution, for the company's highly regarded Individual Life and Financial Services (ILFS) line of business.

In this executive role, Scalercio will lead ILFS sales and distribution across all channels, aligning sales teams and distribution partners with innovative growth strategies. He'll focus on leveraging digital operating platforms to promote advice-driven customer value and cultivating a diverse distribution network.

"Mark's commitment to relationships makes him a great fit for OneAmerica, and he's ready to hit the ground running to empower our sales teams and distribution partners to flourish," said Dennis Martin, ILFS president at OneAmerica. "We're excited to welcome Mark, who is poised and prepared to capitalize on opportunities that will advance our business."

Prior to coming to OneAmerica, Scalercio served as the national head of sales at RiverSource Life Insurance Company, which manages the insurance and annuities business for Ameriprise Financial. Before this, he worked in retirement services as a senior vice president at AXA Equitable and The Hartford. Scalercio also worked as the national head of sales for Sun Life of Canada before the company merged with The Hartford.

As a sales leader, Scalercio is passionate about finding new market opportunities, growing and diversifying distribution channels and leveraging data.

"I was drawn to the culture at OneAmerica," said Scalercio. "The support the company provides its clients and agents, the value it brings to the end customer and the ease in which it does business aligned with my principles."

Scalercio is an alumnus of Northern Arizona University in Flagstaff, Arizona, where he earned a Bachelor of Science. Following college, he started his career at AXA Equitable as an advisor and branch manager. Then, he began leading life wholesaling at AXA Equitable. Later, he and his colleagues founded a distribution company, LifeSource, which they later sold.

"I look forward to joining the business in its commitment to growth, and I will look for ways to build on its momentum," Scalercio said. "I endeavor to collaborate across all the lines of business. The commitment the company has to each of the channels it supports today is evident."

###

## **About OneAmerica®**

A national provider of insurance and financial services for more than 140 years, the companies of OneAmerica help customers build and protect their financial futures. OneAmerica offers a variety of products and services to serve the financial needs of their policyholders and customers. These products include retirement plan products and recordkeeping services, individual life insurance, annuities, asset-based long-term care solutions and employee benefit plan products. Products are issued and underwritten by the companies of OneAmerica and distributed through a nationwide network of employees, agents, brokers and other sources who are committed to providing value to our customers. To learn more about our products, services and the companies of OneAmerica, visit [oneamerica.com/about-us/companies-of-oneamerica](http://oneamerica.com/about-us/companies-of-oneamerica).

Contact:

Jonathan Neal

[jonathan.neal@oneamerica.com](mailto:jonathan.neal@oneamerica.com)

(765-524-1901)