



Nationwide

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Nationwide names Frank Spencer new Life Sales Distribution leader

Nationwide announced this week that Frank Spencer will be the company's new leader of Life Sales Distribution. Spencer most recently led the Life Brokerage General Agency (BGA) sales team at Nationwide, where he focused on developing and executing a strategy to expand Nationwide's partner relationships and effectively drive sales performance.

Spencer brings a wealth of knowledge and sales leadership experience to the team. During his 24-year career at Nationwide, he previously served as the Vice President and National Sales Manager for Nationwide's Producer Group channel and expanded that network from one to six major distribution partners. He has also held leadership roles within Nationwide's Affiliated Producer Group, Nationwide Financial Network, Property Underwriting and Product Operations. "Frank's proven sales performance track record combined with his product and underwriting management, marketing, strategic planning experience and deep understanding of the life insurance industry will serve him well in his new sales leadership role," said [Holly Snyder](#), president, Nationwide Life. "He will be responsible for driving exceptional sales performance, wholesaler development and coaching to expand our life distribution relationships to grow market share and extend our reach to protect more consumers with life insurance."

Spencer will partner closely with his predecessor, Troy Anderson, who recently announced his plans for retirement, to ensure a seamless transition for life sales partners.

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