

What Industry Leaders Are Saying About NAIFA...

If you want to grow your business, join NAIFA. We've found that our NAIFA members generate more lives and premium than those who aren't members. It pays to be a member of NAIFA.

— *John E. Schlifske, Chairman and CEO Northwestern Mutual*

NAIFA is the natural place to be if you want to learn and grow.

— *Tommy Doolittle, CLU, ChFC Director, Agency Administration Southern Farm Bureau Life Insurance*

NAIFA membership can help you keep up with industry trends, hone your sales skills and continue to develop in your career. You will benefit personally and professionally from NAIFA's support and the organization's active advocacy in today's unique and ever-changing marketplace.

— *Nick Cecere, CLU, Vice President-Individual Distribution, The Principal Financial Group*

NAIFA membership is crucial, because it represents an investment in protecting our industry and our clients' well being.

— *Mark W. Pfaff Senior Vice President in Charge of U.S. Life Insurance & Agency, New York Life*

Membership in NAIFA classifies you among an elite group of individuals who place great importance on business-related development as well as hold the best interests of their customers above all else.

— *Andy Reser, SVP, Agency Management, Farmers*

NAIFA provides its members with creative sales and marketing ideas, networking opportunities, first-rate sales and skills training, and superior political advocacy. In short, NAIFA's business is to help members grow their businesses.

— *Mike Davidson, CLU Vice Chairman and Chief Agency & Marketing Officer State Farm Insurance*

Join NAIFA today!
Visit www.naifa.org
or call
1-877-TO-NAIFA
(866-2432).



CONNECTIONS THAT COUNT

2901 Telestar Court | Falls Church, VA 22042-1205 | 703/770-8100 | www.naifa.org

MB-INDUSTRY-F
Revised 10/2010