



**Eric Leger**  
Vice President  
Field Force Development

August 24, 2011

Dear Aflac Associate:

As an Aflac associate, you are dedicated to helping our customers concentrate on getting their lives back to normal following an unexpected illness or injury. You may also have discovered that to provide truly outstanding customer service and to excel in our business, you must call on a variety of tools that help build your skills, enhance your professional credibility, and connect you with others who can address the challenges that face our industry.

One such tool is the National Association of Insurance and Financial Advisors (NAIFA). NAIFA is a national nonprofit organization that addresses the needs of insurance professionals and represents the concerns of insurance and financial advisors on Capitol Hill and across the country. Founded in 1890, NAIFA is the nation's largest financial services membership association.

If you are not already a participating member, I strongly encourage you to consider joining your local NAIFA association. In addition to educational and networking opportunities, membership will provide a means for you to:

- Stay up to date on industry trends and developments
- Receive expert representation on legislative initiatives that affect our industry.
- Incorporate the highest levels of professionalism and ethics into your business.
- Receive the monthly *Advisor Today* newsletter, NAIFA's official publication that provides practical information, sales and service ideas, resources, and business strategies.

I congratulate you if you're already enjoying membership in a local NAIFA association. If you have not yet explored their Web site, please visit [www.naifa.org](http://www.naifa.org) to see for yourself what NAIFA membership can mean to you.

Thank you for your willingness to explore new and innovative ways to improve our industry, as well as the performance of your own business today and for years to come.

Sincerely,

A handwritten signature in blue ink that reads "Eric Leger". The signature is written in a cursive, slightly slanted style.

Eric Leger

