

Allianz Life Insurance Company of North America

Eric J. Thomes  
Senior Vice President of Sales  
FMO Distribution

July 1, 2010

Dear financial professional,

Your clients rely on you to give them guidance and direction when it comes to their retirement savings. It is your duty to ensure that you're providing suitable, timely, and accurate guidance. Allianz and the National Association of Insurance and Financial Advisors (NAIFA) are committed to helping you fulfill this duty.

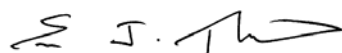
NAIFA is a national nonprofit organization that addresses the needs of insurance professionals and represents their concerns on Capitol Hill and across the country. Founded in 1890, NAIFA is the nation's largest financial services membership association. In addition to educational and networking opportunities, membership provides 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.

If you're already a member, I thank you for your support and involvement. If not, I encourage you to join. To reinforce this encouragement Allianz is allowing you to use Producer Perks to pay for membership.

Please take a moment and visit [www.naifa.org](http://www.naifa.org) or contact the NAIFA Member Service Center at 877.866.2432, to learn more about how membership can benefit you and your clients.

Sincerely,



Eric J. Thomes  
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[www.allianzlife.com](http://www.allianzlife.com)

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