



**American General Life and  
Accident Insurance Company**

American General Center  
Nashville, TN 37250-0001  
615-749-2354 Telephone  
615-749-1561 Fax  
scott.german@agla.com

**Scott A. German, CLF, LUTCF**  
Senior Vice President  
Chief Distribution Officer

August 3, 2010

**TO AGLA Agents and Field Managers**

**National Association of Insurance and Financial Advisors Membership**

I would like to encourage you to become an active member of the National Association of Insurance and Financial Advisors, NAIFA. Membership in NAIFA will provide you with the tools needed to grow your business and become a true life insurance professional.

NAIFA provides more than 60,000 members with creative sales and marketing ideas, networking opportunities, first-rate sales and skills training, and the best legislative representation in the industry. And with nearly 800 state and local NAIFA associations nationwide, you can attend regular meetings in your area to network with your peers, share ideas, and form business alliances.

Being a NAIFA member provides countless career building benefits and professional growth opportunities. Here are a few:

**Professional Development.** Enjoy discounts on the best training in the financial services industry through NAIFA's alliances with LUTC and The American College. Earn continuing education credits right in your hometown or state. NAIFA's network of state and local associations gives you easy access to professional development and training. Gain client trust and respect. NAIFA membership conveys adherence to a strong code of ethics designed to protect consumers.

**Practice Resources.** In addition to the wealth of information on [www.NAIFA.org](http://www.NAIFA.org), you will have access to financial news, and association/industry information in your monthly subscription to NAIFA's *Advisor Today* magazine.

**Industry Recognition and Awards.** NAIFA membership is a prerequisite to qualifying for the National Quality Award (NQA), National Sales Achievement Award (NSAA), or the LUTC Fellow (LUTCF) designation granted jointly by The American College and NAIFA. In addition, NAIFA membership is one of the approved professional associations that meet the "Association Requirement" for becoming a member of the prestigious Million Dollar Round Table (MDRT).

**Political Advocacy.** NAIFA's Political Action and Involvement Committees are considered the most influential in the insurance industry and ensure our members' voices are heard by elected officials.

I encourage you to make an investment (about \$1 per day) in your career and our profession by joining the nation's oldest and most influential association serving the insurance and financial services industry.

Sincerely,



CHANGING THE WAY AMERICANS THINK ABOUT, PURCHASE AND USE LIFE INSURANCE.®