



Thomas H. Harris, CLU®, ChFC®, FLMI
Senior Vice President, Distribution

February 2011

Dear Penn Mutual Producer:

The National Association of Insurance and Financial Advisors (NAIFA) protects and promotes life insurance as the center of a financial plan, and highlights the essential role provided by professional agents and advisors. That's why I strongly advocate membership in NAIFA and encourage your personal participation in the organization. Our support for NAIFA extends to all levels. At the corporate level, we are committed to building membership among our producers.

If you are a current member of NAIFA, I applaud your commitment to our industry and to your career. You know that your NAIFA membership provides you with career-enhancing benefits and growth opportunities, including industry information, professional development opportunities, and state and national lobbying. Your membership, during these turbulent economic times, is more important than ever.

If you are not a NAIFA member, I encourage you to call 1-877-TO-NAIFA (866-2432) toll-free and join today.

Benefits of membership include:

- *Sales Ideas and Education:* Results-oriented programming is specifically tailored to provide you with the tools necessary to compete and succeed in our changing industry.
- *Advisor Today:* Distributed monthly to all members, *Advisor Today* is NAIFA's award-winning national magazine, recognized industry-wide for its timely sales ideas and industry news.
- *Networking:* By attending local association meetings as well as state and national meetings, you have the opportunity to network and share sales success ideas with respected and successful professionals from all facets of the industry.

NAIFA works tirelessly to ensure the future and integrity of our profession, and I encourage you to make an investment in your career and our profession by joining the nation's oldest and most influential association serving the insurance and financial services industry. I am confident that you will find that the benefits of NAIFA membership will make your career more personally, professionally, and financially rewarding.

Sincerely,

A handwritten signature in black ink that reads 'Thomas H. Harris'.

Thomas H. Harris, CLU®, ChFC®, FLMI
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