



MARTY FLEWELLEN  
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Dear Agent:

The National Association of Insurance and Financial Advisors (NAIFA) promotes ethical business practices and helps you grow your business. That is why I encourage membership in NAIFA, as well as personal participation in the organization. NAIFA is a strong advocate on your behalf, both on Capitol Hill and in your backyard. At the corporate level we are committed to building NAIFA membership among our representatives. NAIFA needs your continued support to make our industry voice stronger.

If you are reading this as a current member of NAIFA, I applaud your commitment to our industry and to your career. You know that your NAIFA membership provides career-enhancing benefits and growth opportunities, including state and national lobbying, industry information, and professional development. I urge those of you who are not yet NAIFA members to call 877-TO-NAIFA (866-2432) or go online at [www.naifa.org](http://www.naifa.org) and join today.

#### **Benefits of Membership**

Did you know that the income tax exemption for life insurance death benefits and cash value accumulations is the *direct* result of lobbying efforts by NAIFA in 1913? NAIFA continues to be vigilant when it comes to potential tax law changes that might adversely impact our business interests. We maintain a staff of experienced lobbyists who work in Congress and in your state legislature to protect those interests.

Other 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 to all members monthly, *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.

The National Association of Insurance and Financial Advisors 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 rewarding – personally, professionally, and financially.

Sincerely,

A handwritten signature in black ink, appearing to read "Marty Flewellen", written in a cursive style.

Transamerica Life Insurance Company  
Transamerica Financial Advisors, Inc.

Members of the AEGON Group