



**John A. Vaccaro**  
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**To: All Agency Personnel**

**As an insurance professional, your chief concern is giving your valued clients financial piece of mind and offering solutions to help protect their assets. Just like the financial protection you provide to your clients through our company's products, the National Association of Insurance and Financial Advisors (NAIFA) works to protect your unique interests.**

**NAIFA's unwavering mission is to protect and promote the critical role of insurance and the essential role of agents. NAIFA is our industry's largest membership association. Their advocacy efforts in Congress and in the state legislatures across the country help all of us who make our living in insurance participate in the political process that shapes our industry. This is why I strongly advocate membership in NAIFA and encourage your personal participation in the organization. As a company, we are committed to building membership among our financial representatives.**

**By joining NAIFA, you gain access to resources and information that can enhance your sales skills, grow your professional network and build your practice:**

- **Sales Ideas and Resources: NAIFA's results-oriented programming at the local and state levels is specifically tailored to provide you with tools to compete in our changing industry.**
- **Advisor Today: This publication from NAIFA, distributed to all members six times per year, is recognized for its timely sales ideas and industry news.**
- **Networking: By attending local, as well as state and national association meetings, you have the opportunity to network and share ideas with respected and successful professionals from all facets of our industry.**

**NAIFA works to ensure the future and integrity of our profession. I encourage you to make an investment in your career and our profession by joining the oldest and most influential association serving the insurance and financial services industry.**

**If you are reading this as a current member of NAIFA, I applaud your commitment to our industry. I urge those of you who are not yet NAIFA members to call toll-free 877-TO-NAIFA (866-2432) and join today.**

**Sincerely,**

A handwritten signature in black ink, appearing to read "John".