

A Division of Metropolitan Life Insurance
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Michael J. Vietri, CLU
Executive Vice-President

Dear MetLife and New England Financial Associates:

The National Association of Insurance and Financial Advisors (NAIFA) protects and promotes the critical role of insurance in a sound financial plan, as well as the essential role provided by professional agents and advisors. NAIFA is dedicated to political advocacy and protecting the interests of its members. They provide representation at the state and federal levels to protect your business. Because NAIFA works tirelessly to ensure the future integrity of our profession, MetLife and I strongly support membership.

If you are among the many MetLife and New England Financial producers who have committed to your own professional development, as well as your clients' best interest, by joining NAIFA, I applaud your commitment to our industry and to advancing your career.

If you have not yet joined NAIFA, I encourage you to do so. NAIFA membership can help you to stay current on industry trends, and further refines your expertise and sales practice.

Benefits of Membership: By becoming a NAIFA member, you gain access to resources and information that can enhance your sales skills, grow your professional network, and build your practice.

- **Sales ideas.** Every NAIFA meeting offers prospecting tips and information on market trends. The annual convention offers stimulating workshops and well-known speakers. Advisor Today, distributed to all members monthly, is NAIFA's award-winning national magazine, recognized industry-wide for its timely sales ideas and industry news.
- **Networking.** Local and national meetings provide the opportunity to network and share sales success ideas with respected and successful professionals from all facets of the industry.
- **Political Advocacy:** Did you know that the income tax exemptions enjoyed by life insurance death benefits and cash value accumulations are the direct result of lobbying efforts by NAIFA in 1913? NAIFA remains vigilant to tax law changes that might adversely impact our valuable business interests and maintains a staff of experienced lobbyists who work in Congress and in your state legislature to protect those interests.

The National Association of Insurance and Financial Advisors works continuously 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. To find out more, call NAIFA toll-free at 1-877-866-2432, or visiting www.naifa.org.

As a member of NAIFA since 1978, I'm confident you'll find the benefits personally, professionally, and financially rewarding.

Best wishes for continued success!

A handwritten signature in black ink, appearing to read "Mike Vietri", is written over a thin, light-colored line.

Mike Vietri
Executive Vice President