

To: Modern Woodmen of America Representatives

Re: Membership Endorsement-National Association of Insurance and Financial Advisors (NAIFA)

Modern Woodmen of America supports membership in NAIFA for all members of our field force. We salute those who have already made a commitment to our industry and your career through NAIFA membership, and urge those of you who are not NAIFA members to join today. Modern Woodmen can issue a check for dues and if you are eligible, subsidize a portion of the payment. Contact the Field Education Department for details.

Like the financial protection you provide your clients through products, the National Association of Insurance and Financial Advisors (NAIFA) works to protect your interests as an insurance professional. NAIFA's business is working 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 today.

Membership in your local NAIFA association provides career enhancing benefits and growth opportunities including state and national lobbying, industry information, and professional development opportunities. Some advantages of membership include:

- **Lobbying:** Power in numbers! NAIFA's staff of experienced lobbyists works in congress and in your state legislature to protect your career and your valuable business interests.
- **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 related news.
- **Sales Ideas, Training and Education:** Results oriented programming specifically tailored to provide you with the tools necessary to compete and succeed in our changing industry.
- **Industry Wide Recognition:** NAIFA membership meets the professional association requirement to qualify for the Million Dollar Round Table (MDRT), to receive the National Quality Awards, and to earn the LUTCF designation.
- **Networking:** By attending local association meetings, as well as state and national meetings, you have the opportunity to network with respected and successful professionals from all facets of the industry.

Being part of NAIFA identifies you as a true specialist who places priority on ethical conduct and client welfare. Membership benefits will help make your career more personally and financially rewarding.

Fraternally,



Patrick J. Barnes, FLMI, CLU
Chief Marketing Officer