



DAYTON H. MOLENDORP, CLU  
Chairman of the Board  
President and Chief Executive Officer  
OneAmerica Financial Partners, Inc.

March 26, 2012

Dear Field Professional:

OneAmerica® is committed to your success with our company and within our industry.

Membership in the National Association of Insurance and Financial Advisors (NAIFA) is one of the best career investments you can make. NAIFA, the premier association for insurance and financial advisors, offers you ideas for maximizing your business, opportunities to increase marketability to potential customers and ways to cut costs while growing your business. (Learn more about NAIFA at [www.naifa.org](http://www.naifa.org).)

We believe NAIFA membership is important to your success. If you are not already a member, please consider joining today. If you are a member, congratulations and thank you.

Why else should you join? NAIFA's unparalleled advocacy program protects our industry from an increasing number of legislative and regulatory threats that could compromise our business and ability to serve our clients. Did you know that the 111<sup>th</sup> Congress produced 2,541 bills of interest to us? The pressure on the tax-favored nature of our important products has never been higher, given the federal deficit and debt creating significant challenges for Congress. Debates continue on new rules that could restrict how we advise our clients. NAIFA works each and every day to represent our interests on Capitol Hill and in state houses around the country!

As a NAIFA member, you will have the opportunity to connect with your peers on the state, local and national level and receive valuable discounts on benefits and services ranging from continuing education to office supplies and clothing.

NAIFA has made it easy for you to join by offering monthly and annual payment options. You may join online at <http://www.naifa.org/join> or by completing and returning the attached membership application. Should you have any questions or need additional information, please contact NAIFA at 1-877-TO-NAIFA or [membersupport@naifa.org](mailto:membersupport@naifa.org).

As a OneAmerica® representative, you have already demonstrated your commitment to success. Please further that commitment by joining NAIFA today!

Sincerely,

Dayton H. Molendorp, CLU

ONEAMERICA companies:  
AMERICAN UNITED LIFE  
INSURANCE COMPANY\*\*  
AUL REINSURANCE  
MANAGEMENT SERVICES, LLC  
ONEAMERICA SECURITIES, INC.  
PIONEER MUTUAL LIFE  
INSURANCE COMPANY\*  
THE STATE LIFE  
INSURANCE COMPANY\*  
R.E. MOULTON, INC.  
One American Square  
P.O. Box 368  
Indianapolis, IN 46206-0368  
(317) 285-1286  
[dayton.molendorp@oneamerica.com](mailto:dayton.molendorp@oneamerica.com)

\*A stock subsidiary of American United Mutual Insurance Holding Company