



Western & Southern Life

A member of Western & Southern Financial Group®

TO ALL WESTERN & SOUTHERN LIFE FIELD SALES ASSOCIATES

As life insurance professionals, we share an honorable profession and provide vitally important products and advice to those we serve. Through your work, we are able to deliver something so basic yet profoundly meaningful to our clients: security, stability, and a future. That is why I encourage you to support our industry and enhance your own professional knowledge and skills by joining me in membership in the National Association of Insurance and Financial Advisors (NAIFA).

Founded in 1890 as the National Association of Life Underwriters, NAIFA has a long history of protecting the role of insurance in a sound financial plan as well as promoting the essential role played by professional agents and advisors. NAIFA's mission is to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of members.

Support for NAIFA runs throughout our organization, and many of our leaders confirm how NAIFA membership has helped them through:

- **Sales Ideas and Education** designed to provide you with the tools necessary to compete and succeed in our changing industry.
- **Advisor Today magazine**, recognized industry-wide for its timely sales ideas and industry news.
- **Networking** at the state and national meetings.

In addition to providing these visible benefits, NAIFA works behind the scenes to monitor proposed tax law changes that might adversely influence our business. NAIFA responds with experienced lobbyists, who work with Congress and state legislatures to protect our industry's interests.

By joining NAIFA, you deepen your commitment to our profession and to your own career. If you are already a member, I congratulate you. If not, I encourage you to join today by calling 877-TO-NAIFA (877-866-2432). You can authorize payroll deduction of your NAIFA dues via Agency Online by accessing the appropriate link on the "Scholarship Program Information" page under Training. Through your NAIFA membership, your career will be more personally, professionally, and financially rewarding.

Sincerely,

Bryan C. Dunn, CLU, ChFC
President, W&S Agency Group