

Government Relations Wins and Accomplishments Through January, 2010

Today, we would like to take this opportunity to once again update you on the continuing developments and accomplishments that NAIFA and its state federations have achieved. Take some time to see the positive results that can be achieved through political activity.

Several months ago, NAIFA's Government Relations team reported to you on some of the major legislative and regulatory accomplishments which have been achieved on your behalf over the past year. We continue to work every day—both in D.C. and assisting state associations around the country—to protect the interests of NAIFA members and their business from threats that may come your way.

2009 was an unprecedented year for legislation affecting the insurance and financial advising industries, and 2010 shows no signs of relief. With Congressional efforts to completely overhaul our health care system, threats to the tax treatment of life insurance products, and attempts to totally reform and restructure the regulation of the financial services industry, NAIFA continues to face the perfect storm at the federal level. And on the state level, with most states facing severe budget deficits, no state is safe from potential changes to the tax treatment of insurance products. Without the continued representation of NAIFA members by government relations professionals, grassroots activity of *every* NAIFA member, and political giving to NAIFA's IFAPAC, NAIFA cannot stave off these threats.

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