



NAIFA PROFESSIONAL DEVELOPMENT SYSTEM

NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

NAIFA Professional Programs



Life Insurance & Annuities Series

Health & Employee Benefits Series

Multi-Line Series

Financial Advising & Investments Series

Practice Management Series

Professional Designations
(American College, AHIP, AICPCU)

NAIFA Online CE – RegEd

NAIFA Sales System

NAIFA Leadership in Life Institute (LII)

NAIFA Online Seminar Series – **FREE!**

Hoopis Advisor Network for NAIFA

NAIFA Career Conference and Annual Meeting

NAIFA Quality Award Program

NAIFA Professional Tools & Tips



NAIFA Virtual Library – **FREE!**

NAIFA Virtual Assistant

NAIFA's *Advisor Today* Articles & Podcasts – **FREE!**

NAIFA SmartBrief

NAIFA Bookstore

NAIFA Insurance & Financial Services Professional Resource Guide

Sales, Prospecting, Marketing and Practice Management Tools

Career Activity Management (CAM) System® – NAIFA Edition

The Value Pitch Process™

LIMRA/NAIFA Sales Booster Assessment Tool

LIFE Foundation Materials

Million Dollar Marketing System

The One Page Business Plan®

NAIFA ClientCast™ by Real Wealth® – **FREE!**

NAIFA Speaker Center



NAIFA Programs in a Box

NAIFA ProCast – **FREE!**

- NAIFA's *Advisor Today* Podcasts
- NAIFA Webinar Series

NAIFA and MDRT Speakers Bureaus

NAIFA Speakers Online Library

NAIFA Networks



NAIFA Netsite

- LII Alumni Networks
- Young Advisors Team (YAT)
- Twitter, LinkedIn, Facebook

NAIFA State/Local Events

NAIFA Coach

- Sales
Robert A. Arzt, CLU, ChFC,
- Marketing
Stan Hustad
- Practice Development
Norm Trainor

NAIFA Preferred Providers



Business/Management Tools

Copytalk

Smarsh Financial Visions

Websites

Horsemouth

Client Management, Sales and Marketing Tools

Advisors Assistant

Basic Guru

Simplified Training Solutions

Standard & Poors

TASC

Business Services

Bank of America

Brooks Brothers

Eliminate ID Theft

FedEx

Hewlett-Packard

Jos. A. Bank

Mozy.com

Staples

T-Mobile

UPS



Insurance/Health Programs

AmeriCard

Calsurance

Health Proponent

Kelsey

Travel Discounts

Avis

Budget

CruisesOnly

Endless Vacations

Go Ahead Tours

Orlando Vacations

TNT Vacations

Wyndham and Wyndham

Brand Hotels