

NAIFA member benefits

NAIFA provides value for your membership. Whatever you're looking for—sales and marketing ideas, professional programs and designations, training programs, networking opportunities, discounts on business products and services, or the opportunity to get involved in NAIFA's advocacy efforts—NAIFA gives you the edge you need to get ahead and stay ahead.

NAIFA's Advisor Today

NAIFA's *Advisor Today* is an award-winning monthly publication and a leading source of news and information for insurance and financial advisors. *Advisor Today* and *AdvisorToday.com* offer timely articles and podcasts on sales ideas, industry trends, and products and services that can enhance your business and increase your bottom line.



NAIFA members have free and unlimited access to the extensive online library that includes fact-finders, concept pages, business tips and tools, client presentations, tax information and specimen documents.

NAIFA Networks

Network with your industry peers and other business contacts by participating in local, national and online networking events. Attend the annual NAIFA Convention and Career Conference or local and state meetings, participate in the YAT/NAIFA-MDRT/GAMA Mentoring Program or join the LILI online networking site as a LILI alumni.



NAIFA Advocacy

Advocacy is often referred to as NAIFA's No. 1 member benefit, and for good reason. NAIFA is your voice on Capitol Hill and works as your personal advocate in Washington, D.C., and in state legislatures, educating and lobbying lawmakers to protect the industry so your business can thrive. Through NAIFA's exclusive *GovWatch*, *GovTalk* and *GovAlert* emails, you will stay ahead of your peers with timely updates on state and national legislative issues impacting the insurance and financial-services industry. In addition, NAIFA maintains one of the strongest political action committees—IFAPAC, and a solid grassroots political involvement committee—APIC.



NAIFA Speaker Center

NAIFA's Speaker Center will help members connect with the best of NAIFA's industry experts. Gain valuable sales, marketing, practice-management ideas and up-to-date product knowledge through presentations by MDRT speakers and NAIFA industry experts at NAIFA local and state meetings and at the national convention.



NAIFA's Professional Programs and Designations

NAIFA's Professional Programs and Designations provide members with discounts on training programs leading to industry designations—including LUTCF and FSS—offered through The American College, AHIP and the American Institute for CPCU. NAIFA also partners with NAIFA state and local associations to produce and deliver seminars on timely topics of value to agents and advisors, many of which are eligible for CE credit.



NAIFA's Young Advisors Team

NAIFA's Young Advisors Team, or YAT, was created to help members 40 years and under, or within the first five years in the industry, jumpstart their careers. YAT members gain total access to vital tools, resources and networks necessary to succeed in the financial-services industry. YAT members receive the monthly *Advisor Today's* YAT Chat email newsletter with articles designed specifically for them.



AHIA—NAIFA Health and Employee Benefits

AHIA is the NAIFA Health and Employee Benefits advocate protecting the role of the professional advisor in offering affordable choices in a competitive marketplace. With your NAIFA membership, you are eligible to join AHIA and take advantage of this conference of NAIFA. In addition to powerful representation on Capitol Hill, AHIA members receive specialized educational opportunities, targeted communications and discounts related to the health and employee-benefits side of the insurance business.



Preferred Providers

NAIFA's Preferred Provider Program encompasses a host of exclusive member discounts on products and services developed to enhance your business success and increase your bottom line—including practice-management tools and tips, DI and E&O insurance coverage, customized websites, shipping savings, office product savings and more. By participating in one or several of these programs, NAIFA members can often recoup their annual membership investment.



NAIFA's Leadership in Life Institute

NAIFA's LILI program is a six-month leadership-development course offered exclusively to NAIFA members. The curriculum includes creating a business plan, exploring tools to improve your practice and developing techniques to enhance interpersonal relationships—all for a fraction of the cost of other certificate programs.



NAIFA's Virtual Library

NAIFA's Virtual Library will help you grow, build and succeed. This new resource is the single, most comprehensive, user-friendly online resource tool to support a financial advisor or insurance agent, regardless of his or her practice specialty, distri-



For more information about NAIFA Member Benefits, please visit www.naifa.org.



NAIFA Convention & Career Conference '09

Orlando World Center Marriott Resort • September 12 - 16

ADVOCACY • PROFESSIONAL DEVELOPMENT • NETWORKING