



PRESS RELEASE

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NAIFA Names Randy Scritchfield Assistant Treasurer

Falls Church, VA — May 22, 2008 — The NAIFA Board of Trustees is pleased to announce that it has voted unanimously to name Randy Scritchfield, CFP, LUTCF as its Assistant Treasurer. Scritchfield, who is serving in his sixth year on NAIFA's National Finance committee, also recently joined NAIFA's Investment Committee.

In his new role, Scritchfield will assist Treasurer Peter Browne, LUTCF, in oversight of NAIFA's finances. Browne says of the appointment, "NAIFA depends on the skills and dedication of industry leaders to guide fiscal strategy and ensure its financial strength. Randy brings a wealth of business experience to the task, and will play an immediate and increasingly critical strategic role." Scritchfield will also attend Board of Trustees and other meetings.

Scritchfield is President of Montgomery Financial Group, a financial services brokerage and consulting firm in Damascus, Maryland. He has been in the financial services industry for more than 26 years and has been involved in many association leadership roles, having served four terms on the Million Dollar Round Table (MDRT)'s Management Council, including serving one term as Finance Chair. Most recently for MDRT, Scritchfield served as the 2007 Annual Meeting Divisional Vice-President.

His community involvement currently includes serving as a Immediate Past Chairman of the Gaithersburg-Germantown, Maryland Chamber of Commerce. He currently serves as President of the Damascus Heritage Society.

"All of the Trustees have worked with Randy and are familiar with his success in various leadership roles within NAIFA, the profession and the industry," said NAIFA CEO, John Healy, CAE. "We continue to improve NAIFA's value proposition of membership,

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NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

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transparency, accountability and influence in promoting our members' interests. We welcome Randy in this new role, and we promise to put his talents to good work on behalf of NAIFA members."

Of his new role, Scritchfield stated, "It is both an honor and a pleasure to be chosen by the Board for this important position. NAIFA's financial condition remains very sound and I look forward to a more involved role in assuring that it remains so for the future – both near-term and long-term."

A photo of Scritchfield is available upon request.

About NAIFA: Founded in 1890 as the National Association of Life Underwriters, the **National Association of Insurance and Financial Advisors** comprises nearly 800 state and local associations representing the business interests of 60,000 members nationwide. Members focus their practices on one or more of the following: life insurance and annuities, health insurance and employee benefits, multiline, and financial advising and investments. NAIFA's mission is to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of its members. Visit NAIFA's website at www.naifa.org.