



PRESS RELEASE



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NAIFA Annual Meeting to Address Crucial Legislative Issue *Optional Federal Charter, Indexed Annuities, Tax Reform Among Challenges, Concerns*

FALLS CHURCH, VA, and SAN DIEGO, CA (September 6, 2008) — The life insurance and financial service industry is facing significant changes and challenges, and the National Association of Insurance and Financial Advisors (NAIFA) is preparing its members with education and grassroots advocacy training during its 2008 Convention and Career Conference.

NAIFA — the nation's largest financial services membership association — holds its annual meeting September 6-10 at the Manchester Grand Hyatt in San Diego, CA. At the end of the convention, NAIFA's National Council, made up of Presidents and National Committeepersons of local and state associations, will vote on a resolution proposing that NAIFA conditionally support the concept of an optional federal charter for insurance (OFC), while continuing NAIFA's strong support for state insurance regulation.

The convention will kick off with a Legislative Forum and Town Hall Meeting on Saturday, which will include discussion on the OFC issue. Also during the forum, members will also be asked to contact the Securities and Exchange Commission (SEC) to state their opposition to a plan to categorize indexed annuities as securities.

Other sessions include grassroots advocacy training, where members will learn about how tax reform could threaten life insurance products and the security those products give American families, and how they can get involved as constituent advocates.

"NAIFA 2008 Convention and Career Conference promises to be NAIFA's best event ever," says Convention Chair and President-Elect Cliff F. Wilson, CLU, ChFC, LUTCF. "Our members will be here not only to do the business of NAIFA, but also to participate in second-to-none workshops and unrivaled networking opportunities. This conference is designed to be high-energy and inclusive...there's something for everyone."

More information on insurance regulatory reform is available on NAIFA's "Moving Insurance Into the 21st Century" website at www.naifa.org/irr. Information on NAIFA's position on these issues is available at www.naifa.org/news.

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NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

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NAIFA's Convention and Career conference is also a showcase for NAIFA's expanding slate of member benefits. Debuting this convention are presentations on NAIFA's new Professional Development System and a new Member Benefits Calculator, as well as announcements on new cooperative programs with LIMRA and MDRT.

The convention also features professional development and education, motivation and networking this year. Programs and events will include:

- The AHIA Employee Benefits Educational Symposium, Friday and Saturday, Sept. 5-6
- The NAIFA Expo, one of the largest trade shows in the life insurance and financial advising industry, featuring the latest products and services for NAIFA members.
- Top sales training and business speakers.
- Networking events for under-40 advisors, those new to the business, and independent advisors.
- Awards programs, including recipients of *Advisor Today's* "Four Under Forty" and the 2008 recipient of the John Newton Russell Memorial Award.
- The 13th Annual realLIFEstories Gala Award Banquet and Life Insurance Awareness Month program.

To learn more about NAIFA, its members and its benefits, please visit www.naifa.org.

Future Convention dates and sites are set for September 12-16, 2009, in Orlando, Florida; and September 11-15, 2010, in Seattle, Washington.

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.

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