



# NEWS RELEASE



CONNECTIONS THAT COUNT

FOR IMMEDIATE RELEASE

CONTACT: Lee Allen, Vice President of Communications and Marketing, NAIFA  
(703) 770-8112 (office)  
(703) 336-2462 (mobile)  
[leeallen@naifa.org](mailto:leeallen@naifa.org)

## Paul Wessel Joins NAIFA as VP, Finance & Facilities

FALLS CHURCH, VA — January 6, 2009 — The National Association of Insurance and Financial Advisors (NAIFA), the nation's largest financial services membership organization, today announced that it has hired Paul C. Wessel as Vice President of Finance & Facilities. In this role, Wessel will be responsible for overseeing the association's finances and building operations.

Wessel has 30 years of financial and consulting experience. Most recently he was Partner at Tatum, LLC in Washington, DC, an executive services firm. While at Tatum, Wessel was advisor to a \$4 billion healthcare company; directed financial operations as consulting CFO for a \$12 million government contractor; and directed operations as interim COO for a Washington, DC-based nonprofit in the health information technology field. In addition, he has been CFO for Smithsonian Business Ventures and V.P./Chief Financial Officer for Rodale Press, Inc.

"We are delighted to have someone of Paul's caliber on the NAIFA team," said John J. Healy, CAE, NAIFA CEO. "His broad background in financial leadership has already proven to be a valuable asset as we continue to move NAIFA forward and implement the NAIFA 21 strategic plan to increase the benefit of membership."

Effective immediately, Paul Wessel may be reached directly at 703-770-8119, or via email at [pwessel@naifa.org](mailto:pwessel@naifa.org).

---

**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](http://www.naifa.org).

NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

2901 Telestar Court • P.O. Box 12012 • Falls Church, VA 22042-1205 • 703/770-8100 • [www.naifa.org](http://www.naifa.org)