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## Dr. Susan Waters Named NAIFA's Acting CEO

FALLS CHURCH, VA – (December 22, 2009) The National Association of Insurance and Financial Advisors (NAIFA) today announces that, effective immediately, Susan B. Waters, EDM, CAE has assumed the position of Acting Chief Executive Officer. John Healy, CAE has resigned his position as CEO to allow him to pursue other interests.

Healy served as NAIFA's CEO since September 2007.

NAIFA President Thomas Currey, CLU, ChFC, LUTCF, commented on Healy's service to the association. He said, "The last two years have seen a great deal of progress at NAIFA, and the association has much to be proud of. The industry's presence on Capitol Hill and NAIFA's position as the leading association for insurance professionals and financial advisors are stronger than ever. Because of programs and initiatives now in place, the value we offer to our members grows every day. We appreciate John's leadership and contributions to NAIFA and anticipate continuing the association's momentum. We wish John the best in his future endeavors."

Dr. Waters has served as NAIFA's Deputy CEO since October of 2007. She brings more than 22 years of experience in professional association management, as well as experience in the insurance industry and at NAIFA. Prior to joining NAIFA, Dr. Waters was President of Sextant Consulting, a consulting firm specializing in association governance, conflict management, strategic planning, leadership development, and meeting facilitation.

"We all know Susan and are confident in her abilities to lead NAIFA at this time," says Currey. "For more than two years, she has helped lead the professional staff and has overseen the day-to-day operations at NAIFA. Her track record of success is impressive, and under her leadership, the association will continue its climb. We are very fortunate to have her in place."

In her career, Dr. Waters has served as the CEO of three associations, has been a licensed insurance broker, and has served as executive vice president of an insurance agency. No stranger to leadership, she was Chief Executive Officer of the California Society of Certified Public Accountants from 2000 to 2004, and Executive Director of the Massachusetts Bar

— More —

NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

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Association from 1993 to 2000. She also served as the Executive Director of the San Francisco Medical Society and the Prince George's County (MD) Medical Society.

Dr. Waters served as President of the San Francisco Bay Area Society of Association Executives and was the first woman to serve as President of the American Association of Medical Society Executives. She served on the San Francisco President's Advisory Committee to the University of Maryland. She is also a Past-Trustee for the Foundation of the Business and Professional Women's Federation/USA.

Dr. Waters has been a Fellow of the American Society of Association Executives (ASAE) since 1989, and has served as chair of its Public Policy Committee as well as its Amicus Curiae Committee. She served on ASAE's Board of Directors from 1992 through 1998, serving as an officer from 1996 to 1998.

In 1991, Susan Waters was designated as one of Ten Outstanding Young San Franciscans by the Jaycees. She is a native Marylander with a Bachelor degree from the University of Maryland and a Master's degree in Organization Development from the University of San Francisco. She received the Executive Doctor of Management degree from the Weatherhead School of Management at Case Western Reserve University.

"NAIFA is on the right track, and making a difference in the lives and careers of the professionals who invest their membership dollars in us. This association and its professional staff are devoted to helping keep our members in business, helping them grow their businesses, and to promoting ethical business conduct in the industry," comments Dr. Waters. "We are resolute."

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**About NAIFA:** NAIFA comprises more than 700 state and local associations representing the interests of approximately 200,000 agents and their associates nationwide. NAIFA 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. The Association'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.

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