

June 19, 2017

To our valued field partners,

Securing a strong financial future for Americans is more important than ever. Your knowledge helps protect our country's families and businesses. Your financial guidance gives them strategies to help them survive and prosper.

The National Association of Insurance and Financial Advisors is hard at work protecting the future of our industry. NAIFA is among the most powerful voices defending you and your clients on Capitol Hill, in state legislatures and in insurance commissioners' offices throughout the country.

Independent third-party research recently validated what we already know: NAIFA's advocacy efforts are second to none in the insurance and financial services space. The *National Journal's* research arm concluded that NAIFA is viewed by policymakers as the most credible, valued and respected voice in the industry. NAIFA's PAC continues to be the largest of all insurance and financial services groups.

NAIFA also offers many benefits beyond advocacy, with new Skill Builder training courses to help advisors improve their practices. NAIFA's outreach and partnerships with other organizations also continue to grow.

The Ameritas field force boasts an extraordinary legacy of leadership with NAIFA national, with numerous past presidents, a treasurer and more hailing from among our representatives. In September, Keith Gillies has the honor of continuing this legacy when he is appointed NAIFA's 2017 -2018 President during the Annual Performance + Purpose Conference in Orlando.

Are you a member? Ameritas is now making it easy to join NAIFA with a new corporate dues program that simplifies things. Here's how it works:

- **Begin** the application process to become a NAIFA member by going to our exclusive membership [link here](#).
- **Enter** your local NAIFA affiliation, and a credit card.
- **Enjoy** the convenience of having your dues (\$50 per month) billed conveniently to your credit card.
- **INVOLVE** yourself with everything NAIFA has to offer!

Vibrant and forward-looking, today's NAIFA is uniquely positioned to serve the changing needs of its members. With your membership, we're confident that together we will successfully grow and protect our industry.

Sincerely,

JoAnn Martin, CPA, FLMI
Chief Executive Officer, Ameritas

Bill Lester, CFA, FLMI
President and Chief Operating Officer, Ameritas

Ryan Beasley, CFP, CLU, ChFC, MSFS, LLIF
*Senior Vice President,
Shared Agency Distribution, Ameritas*

Keith Gillies, CFP, ChFC - President-Elect, NAIFA
*Managing Principal, Wealth Solutions LLC
Co-Founder, United Wealth Advisors Group LLC*

Peter Browne, LUTCF - Past Treasurer, NAIFA
John Newton Russell Award Recipient
Founder, PRB Wealth Management

Bob Brown, CLU, LUTCF - Past President, NAIFA
President, UCL Financial Group

Randy Kilgore, CLU, RHU, LUTCF - Past President, NAIFA
President, Randy R. Kilgore & Company