

June 1, 2016

Dear reader,

Every day, millions of Americans trust financial professionals like you with their hard-earned money. They count on you to help them meet their financial goals by offering suitable solutions that are tailored to their risk profile. It's critical for you to have the right tools to fulfill this responsibility, including a thorough understanding of the industry and products that you represent, along with professional and ethical standards that exceed the highest expectations.

Allianz Life Insurance Company of North America (Allianz) is dedicated to giving you the tools to meet the ever-changing demands of the financial services industry. Whether it's our comprehensive suitability program, NAIC-qualified product training, or our tireless commitment to a quality that's represented by our exclusive Allianz Preferred<sup>SM</sup> program, we give you the tools you need to succeed.

Allianz also supports you through its partnership with the National Association of Insurance and Financial Advisors (NAIFA). This national nonprofit organization addresses the needs of insurance professionals and represents their concerns on Capitol Hill and across the country. Founded in 1890, NAIFA is the nation's largest financial services membership association. In addition to educational and networking opportunities, membership provides a means for you to:

- Stay up-to-date on industry trends and developments.
- Receive expert representation on legislative initiatives that affect our industry.
- Incorporate the highest levels of professionalism and ethics into your business.
- Receive the monthly *Advisor Today* newsletter, NAIFA's official publication that provides practical information, sales and service ideas, resources, and business strategies.

NAIFA's contribution to the financial services and insurance industry is immeasurable. We commend them for their vision and leadership in the legislative and regulatory environment, along with our shared commitment to enhance business and professional skills, and promote the ethical conduct of its members.

If you're already a NAIFA member, thank you very much for your support and involvement. If not, I encourage you to join. Please take a moment and visit [www.naifa.org](http://www.naifa.org) or contact the NAIFA Member Service Center at 877.866.2432 to learn more about how membership can benefit you and your clients.

Sincerely,



Eric J. Thomes  
Senior Vice President of Sales  
Allianz Life Insurance Company of North America