

# What Industry Leaders Are Saying About NAIFA...

Like every great profession, the financial services industry is served by an organization that both symbolizes and advocates on its behalf. That organization is NAIFA. Because NAIFA works tirelessly to ensure the future integrity of our profession, Allstate and I strongly support membership in this important organization by all financial representatives.

— *J. Eric Smith,*  
*Vice President, Allstate*

NAIFA is the natural place to be if you want to learn and grow.

— *Tommy Doolittle, CLU, ChFC*  
*Director, Agency Administration*  
*Southern Farm Bureau*  
*Life Insurance*

NAIFA membership is crucial, because it represents an investment in protecting our industry and our clients' well being.

— *Mark W. Pfaff*  
*Senior Vice President*  
*in Charge of U.S. Life*  
*Insurance & Agency,*  
*New York Life*

NAIFA membership can help you keep up with industry trends, hone your sales skills and continue to develop in your career. You will benefit personally and professionally from NAIFA's support and the organization's active advocacy in today's unique and ever-changing marketplace.

— *Nick Cecere, CLU, Vice President*  
*Individual Distribution, The Principal*  
*Financial Group*

An investment in NAIFA is worth every dollar.

— *Edward J. Zore*  
*President and CEO*  
*Northwestern Mutual*  
*Financial Network*

Membership in NAIFA classifies you among an elite group of individuals who place great importance on business-related development as well as hold the best interests of their customers above all else.

— *Andy Reser, SVP, Agency*  
*Management, Farmers*

NAIFA provides its members with creative sales and marketing ideas, networking opportunities, first-rate sales and skills training, and superior political advocacy. In short, NAIFA's business is to help members grow their businesses.

— *Mike Davidson, CLU*  
*Vice Chairman and*  
*Chief Agency & Marketing Officer*  
*State Farm Insurance*

Join NAIFA today!  
Visit [www.naifa.org](http://www.naifa.org)  
or call  
**1-877-TO-NAIFA**  
(866-2432).



CONNECTIONS THAT COUNT