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## NAIFA Promotes MDRT/GAMA Mentoring Program

*Program to be Launched in Pilot Cities This Fall*

FALLS CHURCH, VIRGINIA (August 28, 2008) — The National Association of Insurance and Financial Advisors (NAIFA) announces its participation in the successful Million Dollar Round Table MDRT/GAMA International Mentoring Program. The mentoring program, started in 1996, is designed to reduce agent turnover, teach “rookie” agents how to break into a complex industry and increase their production, and allow the more seasoned and established advisors to share their wisdom and experience.

NAIFA will begin its pilot program this fall with three local associations: NAIFA-Omaha, NAIFA-Chicago and NAIFA-Minneapolis/NAIFA-Central Minnesota. Each local association will host events and work with MDRT members in their area to identify up to five pairs of mentors and mentees, called “aspirants.” These aspirants will be selected from NAIFA’s Young Advisors Team (YAT) members at the local level. Young Advisors Team members are 40 years of age and under, or within their first five years in the industry. Additional mentoring pilot programs may be added in the future.

The mentor/aspirant relationships created under this program are unique opportunities for all participants. After making a commitment to work together for at least one year, the participants will follow a prescribed program curriculum, and will have the flexibility to work together to set the parameters of their relationship, including goals, frequency of meetings and other terms specific to their circumstances.

“Participating in this mentoring program is a natural for NAIFA,” says Jeffrey J. Taggart, CLU, ChFC, LUTCF, president of NAIFA. “We developed the YAT groups to ensure young advisors receive the vital tools, resources, and networks necessary to succeed in the competitive financial services industry. This program reinforces our commitment to early career agents in the new NAIFA Professional Development System, and will help ensure we have engaged young producers to lead the industry in the future.”

To date, more than 10,000 agents have participated in the MDRT/GAMA mentoring program. Nearly 2,300 of them have qualified for membership in MDRT by meeting a minimum amount of

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NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

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commissions or paid premiums, and an additional 1,500 have reached at least 80 percent of the MDRT membership requirement, allowing them to attend the MDRT's prestigious Annual Meeting.

"MDRT's mentoring program has helped more than 2,000 agents gain the knowledge, skills and service they need to provide the best possible service to their clients," said MDRT President Jim Rogers.

"MDRT is honored that NAIFA's Young Advisors Team program has chosen to participate and make a commitment to the MDRT/GAMA International Mentoring Program. It will make a positive difference in the lives of NAIFA's members and their clients," added MDRT President-Elect Walton Rogers.

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**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).

**About MDRT:** The Million Dollar Round Table (MDRT), the premier association of financial professionals, is an international, independent association of more than 39,000 members, or less than 1 percent, of the world's most successful life insurance and financial services professionals. MDRT members demonstrate exceptional professional knowledge, strict ethical conduct and outstanding client service. MDRT membership is recognized internationally as the standard of sales excellence in the life insurance and financial services business. [www.mdr.org](http://www.mdr.org)

**About GAMA International:** GAMA International is the only association dedicated to supporting the professional development of field leaders in the insurance and financial services industry. Visit the GAMA International website at: <http://www.gamaweb.com>.

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