

**FOR IMMEDIATE RELEASE**

**National Association for Fixed Annuities Announces Leadership for Key Positions**

**Milwaukee, WI (March 7, 2014)** The National Association for Fixed Annuities (NAFA) announced they are expanding their efforts to promote fixed annuities by welcoming Janet Terpening as its newest member of the NAFA team. Ms. Terpening joins current team members Scott Hinds who has been promoted to serve in the role of Director of Membership and Development and Bailey Sorensen who is NAFA's Manager of Operations. Hinds has served NAFA for more than five years and Sorensen for the last three years.

Terpening brings nearly two decades of proven experience, working with the financial services industry, to her new role within NAFA. She will be charged with managing projects, driving committee initiatives, executing business requirements, partnering with Mr. Hinds on development and execution of conferences, and directing and supervising the area of education.

Terpening entered the insurance industry as a licensed multi-line agent in California. In 1996, she assumed the role of business development manager for Farmers Insurance Group of Companies in Kansas City, MO. In 2006 she began managing the day-to-day operations of the sales and marketing department for CreativeOne (formerly Creative Marketing), an insurance marketing organization serving financial professionals throughout the country. Her work developing marketing plans and implementing them, executing budgets, recruiting, sales, and business analysis will be valuable to execute NAFA's mission in her new position.

Terpening has been an active member of NAFA for seven years, during which time she served on the education and program committees.

Hinds has worked in the financial services industry for 10 years prior to joining NAFA. Since joining NAFA's team he has managed the organization's education and government relations priorities as well as spearheading successful NAFA conferences since 2008.

Sorensen has handled all administrative activities of the association and has provided invaluable assistance in managing the association's advocacy and educational activities.

"Thanks to the strong support of our members, NAFA is fortunate to have a robust and growing team of professionals to advocate for fixed annuities," NAFA President & CEO Kim O'Brien said. "The focus of these staff positions will allow us to better serve the needs of our membership and expand our outreach."

NAFA, the National Association for Fixed Annuities, is a trade association exclusively dedicated to educating regulators, legislators, journalists and industry personnel about the value of fixed annuities and their benefits to consumers. NAFA's membership represents every aspect of the fixed annuity marketplace, covering 85% of fixed annuities sold by independent agents, advisors and brokers. NAFA was founded in 1998. For more information about NAFA's history and mission, visit [www.NAFA.com](http://www.NAFA.com).

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