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NAFA Welcomes 2018 Board of Directors

New Leadership Poised to Continue Fight against Unnecessary Regulatory Overreach

WASHINGTON (Jan. 15, 2018) — The general membership of NAFA, the National Association for Fixed Annuities, approved recommendations for its newly elected 2018 board of directors at the association’s annual meeting held recently in San Diego, Calif. Nominations were received from the membership at large, and candidates were thoroughly vetted by the current board before being announced during the association’s annual Annuity Distribution Summit. With all present at the meeting in favor of the new appointments, five new members join forces with current leadership to continue advocacy and education efforts critical to the future of the fixed annuity marketplace.

Newly appointed board members include: Jason Kestler of Kestler Financial Group, Adam Lunardini of Delaware Life Insurance Company, Brad Newcomb of Independent Planners Group, Janet Sipes of AmeriLife and Eric Taylor of AIG.

Dominic Cursio of M3 Financial, Inc. will assume the role of chairman of the board of directors, taking over for past chair Brian Mann of Partners Elite Advisor Group. Jim Maietta of Allianz will roll up to vice chair and Chris Conroy of North American Company for Life & Health Insurance to secretary, while Lauri Beck of Insurance Network America will join the executive operating committee as its newly appointed treasurer.

“As we continue the fight to protect fixed annuity products, as well as those who develop, distribute and support them, the need for leadership excellence from our organization has never been more important,” said Chip Anderson, Executive Director of NAFA. “Our new appointees stand poised and ready to join the talented professionals currently serving on our board of

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directors in helping guide our strategic vision on behalf of all Premier, Supporting and Affiliate Partners. Additionally, they will move our litigation efforts against the Department of Labor forward while proactively addressing other pertinent issues that stand to impact our industry and the consumers we serve.”

NAFA membership subsequently approved the entire board roster, which includes the following current members: Tony Compton of Great American Insurance Group, Heather Kane of EquiTrust Life Insurance Co., Eric Marhoun of Fidelity & Guaranty Life, Randy Matzke of Advisors Excel, Jeff Maxey of InsurMark, Paul McGillivray of M&O Marketing, Kevin Mechtley of North American Company for Life and Health Insurance, Mike Morrone of Nationwide and Margo Thompson of The Annuity Source, Inc.

Of behalf of its members, NAFA then recognized the contributions of exiting board members Cary Carney of Voya Financial, Rich Lane of Standard Insurance Company and Kirby Wood of American Equity with commemorative plaques and pens.

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About NAFA

NAFA, the National Association for Fixed Annuities, is the premier trade association exclusively dedicated to fixed annuities. Our mission is to promote the awareness and understanding of fixed annuities. We educate annuity salespeople, 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, visit www.nafa.com.