

## TO BE A NAFA MEMBER

By becoming a **Premier Partner** of the only association dedicated exclusively to fixed annuities and their independent distribution, you can ensure that, together, we have a strong presence and positive, proactive impact on every aspect of our evolving industry.

## Carriers, IMOs, Banks, Broker-Dealers, Indices Providers, Vendors and Consultants enjoy the following benefits of membership:

- 1. Be part of an organization whose membership represents every aspect of the fixed annuity marketplace.
- 2. Engage the collective power of fixed annuity professionals to impact annuity regulation, policy and education.
- 3. Open new doors and participate together in shaping the future of the fixed annuity industry.
- Educate legislators and regulators about fixed annuities and their value in retirement planning and lifelong income certainty.
- 5. Experience peer and colleague networking and share knowledge with seasoned fixed annuity professionals.
- 6. Build relationships with industry partners and firms who can improve various aspects of your business.
- 7. Increase your organization's credibility and be seen as a leader who will shape the profession.
- 8. Benefit from timely research, reports and email updates highlighting top-of-mind industry issues.
- Be "in-the-know" for all things annuity related in the news with NAFA's weekly Monday Media Report, and brand this as a resource to share with your annuity professionals.
- 10. Analyze NAFA's monthly Volatility-Controlled Indices of FIAs snapshot for a better understanding of year-to-date performance in the marketplace.
- 11. Utilize NAFA's members-only website for advocacy, education and informational resources not available to the general public.
- Capitalize on the opportunity to get NAFA's agent-facing and consumer-facing educational resources co-branded for your organization.
- 13. Access members-only webinars on timely topics related to annuity mechanics, sales concepts, advocacy updates and much more, as well as a comprehensive library of all recorded webinar presentations hosted by NAFA.
- 14. Reference NAFA's summary of the adoption of NAIC's amended Model Regulation #275 to ensure your business

- and your annuity professionals maintain compliance in all states in which they operate.
- 15. Download comprehensive toolkits that pair guidance with fillable forms to help you comply with new and changing industry regulations.
- 16. Receive discounted continuing education courses, E&O coverage, product-specific training and more through NAFA's special offers.
- 17. Leverage insider knowledge about industry events and issues to position your organization as a valuable partner for the agents and advisors you serve.
- Engage as a thought leader by participating in one or more of NAFA's committees — Education, Government & Legal Affairs and Membership — to help guide the organization in pursuit of its mission.
- 19. Discover industry vendor services and supports available by viewing member spotlight videos on demand.
- Develop relationships with key legislators and regulators at the federal level by attending the annual Annuity Leadership Forum & Hill Walk to make your voice heard.
- 21. Attend the annual Annuity Distribution Forum to hear from keynote speakers, industry experts, panelists and more about what's happening at the forefront of distribution.
- 22. Support annuity understanding and awareness among elected officials, industry professionals and consumers alike by sponsoring National Annuity Awareness Month.
- 23. Gain access to diverse stakeholder perspectives on the evolution of consumer needs, the retirement landscape, and current and future efforts to innovate.
- 24. Use these reasons to give a growing population of your staff and stakeholders the ability to participate and develop a sense of inclusion and care for your organization.
- 25. Strengthen the collective "voice" of industry professionals who are committed to ensuring consumers have access to the products and advice they need to retire well.



