



ENHANCING THE SECURE RETIREMENT CONVERSATION

WHO WE ARE

NAFA, the National Association for Fixed Annuities, is the premier trade association dedicated exclusively to fixed annuities. Our primary mission is to promote the awareness and understanding of fixed annuities. Founded in 1998, NAFA's membership represents every aspect of the fixed annuity marketplace and every channel of distribution, including insurance carriers, independent marketing organizations, and independent producers, advisors, brokers and general agents.

WHAT WE DO

As we work to protect the products and professionals Americans need access to in order to generate guaranteed lifetime income and retire well, we rely on our three foundational pillars to guide us.

EDUCATE

We educate financial professionals, regulators, legislators, media, and other retirement industry personnel about the value of fixed annuities and how they benefit consumers.

ADVOCATE

We work with regulators and legislators at the state and federal levels on issues affecting retirement security and promote the use of fixed annuities as part of a holistic retirement savings plan.

INTEGRATE

We coordinate with member companies and national financial trade organizations to advance initiatives and policies that help Americans plan for and meet their retirement income goals.

WHY FIXED ANNUITIES MATTER

Fixed annuities play a critical role in helping shape the collective retirement future of our country.

- There is approximately \$500 billion of in-force fixed annuity premium serving roughly 4.25 million Americans.
- Middle-class consumers largely comprise the annuity market, with an average fixed annuity valued at \$117,000.
- In 2018, life insurance companies paid \$83 billion in annuity benefit payments to contract holders.
- Research consistently shows that annuity ownership contributes to higher levels of retirement confidence.

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