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NAFA Announces Charles J. “Chuck” DiVencenzo as New President & CEO

WASHINGTON (Jan. 8, 2019) — NAFA, the National Association for Fixed Annuities, is pleased to announce that, after a comprehensive nationwide search, Charles J. "Chuck" DiVencenzo will assume the role of President & CEO effective April 1. DiVencenzo will oversee the daily operations of NAFA while working to actively execute the Board of Directors' strategic vision for the organization, enhance NAFA's membership experience, and advocate for the value of fixed annuities and their role in American retirement planning.

“On behalf of the board and the search committee, I am thrilled to have Chuck in position to lead NAFA in 2019 and for many years to come. His experience and expertise advocating for and educating various audiences about our industry and our products will be a major asset to the organization,” said Jim Maietta, NAFA Chairman of the Board. “We were very intentional in executing this lengthy search to find an individual who truly understands both the short- and long-term vision for this unique organization and we are confident we have found that in Chuck.”

“I am honored to have been selected to help NAFA pursue meaningful growth and extend continued outreach as we strive to protect the future of fixed annuities and the professionals who develop, distribute and sell them. NAFA has a great reputation in the industry, and I look forward to further elevating that mission while enhancing the value of membership,” said DiVencenzo.

Prior to joining NAFA, DiVencenzo was vice president of advanced sales development for Allianz Life of North America. In this role, he served as a national spokesperson on topics including taxation, retirement, social security, asset protection and other relevant issues. He

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also worked closely with the actuarial, sales and legal departments to develop content and product, and to deliver thought leadership to wholesalers and distribution partners.

Previously, DiVencenzo led all P&L, marketing, sales, client services, administration, regulatory and other operating issues for Paradigm Capital Management Inc. as its COO, director and secretary. He also served as vice president of advanced products for The Hartford, where he oversaw a team of 28 that contributed significantly to the company's more than \$12 billion in annual sales. DiVencenzo has also held positions in academia and consulting, as well as practicing law.

He holds a bachelor's degree in Business Administration from Canisius College and earned his JD from the University of Pittsburgh School of Law. He has completed the Securities Industry Institute® at The Wharton School and holds his Series 7 & 66 licenses. In addition, DiVencenzo is a member of the New York State Bar Association and Pennsylvania Bar Association.

Leading up to his official start date, DiVencenzo will work closely with the NAFA staff and board to ensure a seamless transition into the association. NAFA members, strategic partners and guests will have a chance to meet him at the organization's ninth annual Annuity Leadership Forum, which will be held in Washington, D.C. June 11-13, 2019.

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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.