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Dr. Jack Marrion Honored with Bo Johnson Spirit Award for Lifetime Achievement

WASHINGTON (Oct. 26, 2016) — NAFA, the National Association for Fixed Annuities, announced Dr. Jack Marrion as the recipient of its 2016 Bo Johnson Spirit Award for Lifetime Achievement at its eighth annual Annuity Distribution Summit this month. The award recognizes courage, spirit and determination that challenges the status quo, inspires others to achieve, contributes unselfishly to others, and works ethically and conscientiously to improve the fixed annuity marketplace.

The award was presented to Dr. Marrion by current NAFA board members Chris Conroy, senior vice president of sales for broker-dealer and national accounts at CreativeOne, and Paul McGillivray, director of special projects for M&O Marketing, both of whom nominated Dr. Marrion for the award. During the presentation, the two shared a colorful look at Dr. Marrion's career thus far and why he truly epitomizes every aspect of the award through his continued outstanding industry contributions.

"Dr. Marrion has conducted more research, published more findings, information, and advice, has dedicated more hours, and has impacted more people about the annuity product, retirement market, consumer needs and decision-making than any other individual in the history of the fixed index annuity product," said McGillivray.

As the founder of Advantage Compendium Ltd., Dr. Marrion provides research and consulting services to insurance companies and financial firms in a variety of annuity areas. He also currently serves as a Research Fellow at Webster University and NAFA's director of research.

Prior to forming Advantage Compendium, Dr. Marrion was president and owner of an NASD broker/dealer with offices in nine states, a former vice president of a life insurance company and previously vice president of an NYSE investment banking firm. He has a BBA from the University of Iowa and an MBA from the University of Missouri; his doctorate from Webster University in the area of cognitive bias in decision-making formed a new paradigm in the development of retirement income products.

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Drawing on his vast knowledge of all arms of fixed annuity distribution and insights on the annuity and retirement income world, Dr. Marrion has been featured in hundreds of publications and asked to speak at notable industry conferences time and again. Regulators frequently quote from his research, and he has been referenced or sourced in SEC rule filings relating to annuities, as well as working as a court certified expert witness on annuities. He has conducted a broad scope of research ranging from the behavioral reasons why consumers buy or don't buy financial products to suitability and complaint trends to future annuity distribution impact models. Ultimately, he has helped protect and propel the industry forward, ensuring that fair and objective information is available to everyone from the consumer to the legislator for better decision-making relating to fixed annuities.

"I cannot think of a more deserving recipient of our Bo Johnson Spirit Award than Jack Marrion," said Chip Anderson, NAFA's executive director. "His integrity, honesty, generosity and fixed annuity advocacy are invaluable to each and every fixed annuity consumer and industry professional, and we are so fortunate to have him as part of the NAFA team."

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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.

About the Bo Johnson Spirit Award for Lifetime Achievement

NAFA's Insurance Marketing Advisor Committee (IMAC) established the award in honor of Bo Johnson. Bo was well known for his energy, enthusiasm and love of the fixed annuity industry. As a proud member of NAFA, Bo served on the board for several years and was the original IMAC chair. His life was cut much too short when he died in 2009 after a courageous fight with cancer. He exhibited the attributes outlined in the award created in his name and left a very positive and lasting imprint on the annuity industry. Former recipients include Wendy Waugaman, the late president & CEO of American Equity Investment Life Holding Company (2012); Bill Cain, chief executive officer of Financial Independence Group (2013); Samuel R. Lane, founder of Fairlane Financial Corporation (2014); and Eric Thomes, senior vice president of sales and head of FMO distribution for Allianz Life Insurance Company of North America (2015).