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Alaina Gullett selected as NAFA's Membership and Development Manager

WASHINGTON (Aug. 1, 2017) — NAFA, the National Association for Fixed Annuities, is pleased to announce and welcome Alaina Gullett as its membership and development manager effective August 1. This comes on the heels of Joe Grecu's retirement from the industry.

Gullett joins the organization with a proven track record of success in operations, marketing, membership and education in the various roles she most recently held at the College of Healthcare Information Management Executives (CHIME). She was promoted twice within her four years at the organization due to her ability to manage projects and resources efficiently and effectively. In addition to planning various programming for CHIME, she led the efforts of establishing a 97% membership retention rate within the organization and consistently exceeded growth goals. Prior to her time at CHIME, she got her feet wet in the financial services industry as a commissions processing specialist for a broker-dealer under the Sigma Financial umbrella.

Since his hire in 2015, Grecu has been integral in helping NAFA grow its membership and fulfill its mission to advocate for, educate and integrate members from various arms of fixed annuity distribution. As a member of the NAFA team, he helped facilitate the initiatives undertaken by the association's Membership Committee, and served as a liaison for its work conducted in partnership with the Education Committee. Grecu drew upon his vast experience in sales and marketing within the industry as the former executive vice president of both USAnnuity Partners and InSource, Inc.

"We wish Joe all the best in his retirement, and we sincerely thank him for his contributions," said Chip Anderson, Executive Director of NAFA. "We now welcome Alaina, an energetic, forward-thinking individual who we know will make a significant impact as the manager of membership and development while contributing to NAFA's overall vision. We are confident she has the right skill set, ambition and drive to help us grow the organization while maximizing our value to Premier Partners, Supporting Partners and Affiliate Partners alike."

Gullett can be reached via email at alaina@nafa.com or phone at 414.332.9306 extension 2.

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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.