



NAILBA Expands Initiatives for Industry Employees Called to Service

FOR IMMEDIATE RELEASE

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Fairfax, Virginia— On the heels of successfully advocating the waiver of continuing education requirements for insurance producers called to serve their country, today the National Association of Independent Life Brokerage Agencies (NAILBA) announced two, new initiatives relating to industry employees called to active duty for overseas service or homeland security.

NAILBA has strongly encouraged its 300+ member agencies to support the families of any employee called to service by compensating them for the difference between the individual's military pay and the individual's non-commission earnings prior to being called to service.

NAILBA's members employ thousands of brokerage professionals across North America.

"Being called to service is a patriotic mission that requires significant sacrifices. NAILBA members can support the brave men and women from our industry who are called to active duty by ensuring their families are not burdened with a loss of income during their service," said Jack Dewald, chairman of NAILBA and agency principal at Agency Services in Memphis, TN.

In addition, NAILBA's Executive Committee announced the Association will waive the membership dues for any member whose agency principal has been called to active duty for overseas service or homeland security.

For more information about NAILBA's advocacy efforts for insurance employees serving in the military, contact Joseph Normandy, NAILBA's executive director, at (703) 383-3081.

The National Association of Independent Life Brokerage Agencies (NAILBA) is a nonprofit trade association with 300 member agencies in the US and Canada, representing 100,000 producers who deliver more than one billion dollars in first-year life insurance premium annually. NAILBA is dedicated to fostering the growth of its member agencies by providing educational resources, industry standards and a collective voice for legislative and regulatory efforts. Each of NAILBA's members commits to a

statement of responsibilities to ethically and responsibly serve their clients' best interests. For more information about NAILBA, visit www.nailba.org.