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FOCUS 2004 Will Spotlight Successful Business Strategies

Fairfax, Virginia—The National Association of Independent Life Brokerage Agencies (NAILBA) has announced it will host its annual **FOCUS conference** on **June 10-12 in New Orleans**. The event's theme, "The Business of Doing Business," will be interwoven into a series of general sessions featuring corporate executives who will share insight into their companies' renowned success stories.

In addition, the FOCUS interactive exhibit hall will provide attendees with an opportunity to explore cutting-edge products and engage one-on-one with key industry vendors including insurance carriers, technology providers and business suppliers.

"FOCUS 2004 promises to be a dynamic experience for all attendees," said Kevin Merz, CLU, ChFC, LUTCF, NAILBA board member and FOCUS program chair.

The annual two-day event is expected to attract more than 300 brokerage professionals, carrier executives and industry decision makers. FOCUS is the only NAILBA meeting open to non-members. For more information about FOCUS 2004, contact Joe Normandy at 703-383-3081 or visit the FOCUS Web site at <http://www.nailba.org/meetings/focus2004.htm>.

NAILBA

The National Association of Independent Life Brokerage Agencies (NAILBA) is a nonprofit trade association with 318 member agencies in the U.S. and Canada, representing 100,000 producers who deliver more than one billion dollars in first-year life insurance premiums 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, visit www.nailba.org.