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Photo Attached

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Britton Honored for Excellence in Brokerage Industry

Fairfax, Virginia—The National Association of Independent Life Brokerage Agencies (NAILBA) is pleased to announce **Donald W. (Butch) Britton**, partner of NxtStar Ventures, LLC in Houston, Texas as the 18th recipient of the distinguished Douglas A. Mooers Award, the highest honor bestowed within the insurance brokerage community.

The award, named after NAILBA's founding chairman, H. Douglas Mooers, was created in 1986 to annually recognize an individual for outstanding achievement in the independent life brokerage and insurance industry. Britton's diverse accomplishments and impressive level of community service have spanned 30 years in the insurance profession.

"Butch embodies the spirit of the Mooers Award. His contributions to the industry and unwavering dedication to helping others make him a deserving honoree," said Ed Murray, chair of the Mooers award selection committee and immediate past chairman of the NAILBA board, of Murray and Zuckerman, Inc.

Britton began his financial services career as a life product actuary with Integon Life Insurance Company. He then served nearly 20 years at First Colony Life Insurance Company culminating with an appointment as the organization's president. At First Colony, Britton helped build one of the industry's premier brokerage life insurance companies.

In 1999, Britton was appointed president of American General Life Companies. During his three years in this role, Britton helped create and manage an innovative distribution and product management model that included eight distinct channels supported by a unique product management structure. The model helped double sales during his three years at American General.

In 2002, Britton became a partner at NxtStar Ventures, an advisory and venture firm specializing in life insurance and related financial services. He continues to serve in this role while remaining actively involved in industry organizations.

Britton has a long history of service to the industry and the community. He is a Fellow of The Society of Actuaries, a member of the American Academy of Actuaries and former Chairman of the LIMRA Brokerage Committee. Britton has served on the boards of LIMRA, MIB, Central Virginia YMCA, Patrick Henry Boys Home, Lynchburg College, Central Virginia Community College Education Foundation, Step with Links and the Lynchburg Fine Arts Center. In addition, Britton has served as Trustee of the American College.

For more information about the Mooers Award visit www.nailba.org.

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