



NATIONAL ASSOCIATION OF INDEPENDENT LIFE BROKERAGE AGENCIES

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NAILBA ADDS SALES MANAGER TO STAFF

(Fairfax, Va.) The National Association of Independent Life Brokerage Agencies (NAILBA) has recently welcomed John Woodstock to its staff in the newly created sales manager position.

“John is a results-driven sales strategist with over 15 years of record sales achievements,” said NAILBA Executive Vice President Joseph Normandy. “We’re pleased to welcome someone with John’s vast sales experience to the NAILBA team.”

Most recently, John was the director of sales for InfoComm, one of the top 200 trade shows in the U.S. While at InfoComm, John achieved a record number of new accounts for three consecutive years and introduced sponsorship programs that resulted in hundreds of thousands of dollars in new annual revenue.

Previous to InfoComm, John was responsible for business development at organizations such as the Newspaper Association of America, the National Grocers Association, and the Cosby Speakers Bureau.

“NAILBA is fortunate to have someone with John’s qualifications and experience ready to step in to grow NAILBA’s revenue producing opportunities,” said Normandy. “I have no doubt that he will contribute significantly to our continued growth.”

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The National Association of Independent Life Brokerage Agencies (NAILBA) is a nonprofit trade association with 353 member agencies in the U.S., 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.