



NATIONAL ASSOCIATION OF INDEPENDENT LIFE BROKERAGE AGENCIES

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NAILBA Celebrates the Success of FOCUS 2007

(Fairfax, VA) Record attendance earmarked the successful FOCUS 2007, hosted by the National Association of Independent Life Brokerage Agencies (NAILBA), June 8-9 in Scottsdale, Ariz.

More than 300 participants attended the completely redesigned two-day event, participating in two separate tracks of education designed to address underwriting and case management issues for both the agency principal and agency staff.

“Our goal when we redesigned FOCUS was to present an unrivaled lineup of sessions to help agencies maintain relevance in an increasingly complex world,” said NAILBA 2007 Meetings Chairman Gary Dworkin. “The feedback we’ve received from participants says: mission accomplished!”

Plans are underway for FOCUS 2008, which will be held May 28-29 in Grapevine (Dallas), TX. For more information, contact NAILBA at (703) 383-3081 or visit www.nailba.org.

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The National Association of Independent Life Brokerage Agencies (NAILBA) is a nonprofit trade association with 346 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.