



FOR IMMEDIATE RELEASE

November 15, 2016

Contact:

Susan Klemmer

(703) 383-3071

sklemmer@nailba.org

NAILBA Presents NAILBA35 This Week in Dallas

(Fairfax, Va.)—The National Association of Independent Life Brokerage Agencies (NAILBA) will present its 35th Annual Meeting this week in Dallas, Texas. Scheduled November 17-19, 2016 at the Gaylord Texan Resort and Convention Center, NAILBA 35 will bring together the wholesale life insurance distribution industry, including representatives from brokerage general agencies, carriers, and insurance industry vendors. NAILBA's Annual Meeting is the premier annual event in the independent wholesale insurance brokerage community.

NAILBA 35 program highlights include:

- An [Opening General Session](#) featuring updates from 2016 NAILBA Chairman George C. “Chip” Van Dusen IV; Mike Smith, the NAILBA Charitable Foundation President; recognition of Foundation Donors and Grantees; and a keynote presentation from internationally recognized graffiti artist, # 1 best-selling author, and entrepreneur, Erik Wahl. The Opening General Session is sponsored by Global Atlantic Financial Group;
- An Opening Reception Thursday evening sponsored by Nationwide;
- An expanded slate of workshops – sixteen unique sessions in 21 time slots covering topics of interest to the brokerage community such as the DOL fiduciary standard ruling, IRA tax law, recruiting and marketing to producers, leadership, succession planning, and more;
- A lively [Exhibit Hall](#) with more than 100 booths;
- The [Mooers Award Reception](#), which has been reunited with the [NAILBA Charitable Foundation Live Auction](#) on Friday evening;

- The black-tie [Douglas H. Mooers Award Dinner](#) immediately following the Reception and [Live Auction](#), with entertainment by comedian and musician Mike Rayburn, an inspirational thought leader and artist;
- The [Closing General Session](#) on Saturday morning includes a briefing from Jim Sorebo, incoming NAILBA Chairman; the NAILBA Annual Business Meeting, an inspiring message from Life Happens and more. The [Closing General Session](#) and NAILBA 35 will conclude with a keynote by world-renowned journalist Ted Koppel.

“As a second generation brokerage general agency, I have grown up going to NAILBA Annual Meetings,” commented George C. “Chip” Van Dusen IV, NAILBA Chairman. “I’m proud of the effort our leadership and volunteers have dedicated to assembling this year’s program, and confident that this will be an outstanding educational opportunity. As always, the networking events and lively exhibit hall will complement the educational program to deliver on the promise of an exceptional NAILBA Annual Meeting.”

Registration is limited to NAILBA members, exhibitors, sponsors and approved members of the trade press to encourage meaningful interaction and networking. Complete program details and a final meeting program are available at www.nailba.org/nailba35.

###

The National Association of Independent Life Brokerage Agencies (NAILBA) is the premiere insurance industry organization promoting financial security and consumer choice through the use of independent brokerage distribution. NAILBA serves as the national association of life, health and annuity insurance distributors. For more information visit www.nailba.org.