

Advocate. Educate. **Differentiate.**

NAIFA's Membership Promise

NAIFA is the longest standing and most accomplished association in the industry

- The American College – 1927
- Million Dollar Round Table (MDRT) – 1927
- Life Underwriter Training Council (LUTC) – 1947
- GAMA – 1951
- Association for Advanced Life Underwriting (AALU) – 1957
- Association of Health Insurance Agents (AHIA) – 1990
- Life Happens (Charter Member) – 1994
- Leadership in Life Institute (LILI) – 2000

Advocate.

The protective advisor.



A NAIFA Member in Every Congressional District



NAIFA

CONGRESSIONAL CONFERENCE

MAY 14 - 15, 2019

★ WASHINGTON, DC ★





NAIFA's PAC Strength

Largest in the Insurance Industry

Educate.

The thinking advisor.

Category	Task/Skill	Task Example	Min Value	Role
Interpersonal skills	Utilize a consultative selling approach to determine client needs	view		3
Business Acumen	Incorporate sound business financial planning principles in the operations of my practice	view		3
Business Acumen	Plan and prioritize work to manage time effectively and accomplish tasks	view	3	2
Business Acumen	Develop and implement an effective marketing strategy	view		-1
Business Acumen	Identify innovative ideas to develop creative processes and solutions	view		



Professional Pathway



2 CE Credits for IA, MN & NE and 1 CE Credit for ND

Be Your Clients' Retirement Coach

Attend onsite or virtually

Program Overview:

Mitch Anthony has changed the conversation about retirement from one focused solely on money to one focused on purpose. In The E.P.I.C. Retirement (Engagement, Purpose, Integration, Commitment) program, advisors to embrace a new role that sets them apart from the rest.

Mitch Anthony



Date:
Thursday,
January 17, 2019

Time:
Registration &
Networking: 8:45 am
Broadcast Time:
9:15-11:45 am CST



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LIMITED & EXTENDED CARE
PLANNING CENTER



Professional Pathway

Differentiate.

The trusted advisor.



Advisors You Can Trust

WHO WE ARE

WHAT WE DO

WHO WE SERVE

BLOG

FIND AN ADVISOR

Find an Advisor You Can Trust

Now, more than ever, Americans need financial advice from a professional who understands their goals.

Find an Advisor

#NAIFAproud

Find an Advisor

If you're an advisor and would like to apply for NAIFA membership, contact us info@naifa.org. Please let us know if you're already a member and have updates to your record.

City & State OR Zip Code

Westerville, OH

Radius

35 mi ▼

Keyword

Search

143 RESULTS FOUND

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[Email](#) | [Directions](#)

0.53 mi

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Group
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Marketing

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Contact:
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