

## **“It’s Smart to Belong”**

NAIFA offers a “Pathway to Success by making available every resource, tool, and opportunity to our members to build a successful business.

NAIFA’s Core Business is Legislative and Regulatory Advocacy—to improve the Business Environment for all Financial Professionals engaged in planning the Financial Security for the American Public at Death, Disability, Illness, and Retirement — and to protect and Defend the Tax Advantages & Benefits of the Products we offer to our Clients.

## **Eagles Flock Together...**



**For Their  
Protection—Proving  
There is Safety in  
Numbers**



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***Fly Like  
an Eagle***



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***Soar to  
Greatness!***



***National Association  
of Insurance and  
Financial Advisors***

**NAIFA—The Association  
of Choice for Today's  
Professional Advisor**

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**NAIFA—Do You Believe?**

When we came into this business we were told to be like eagles and soar above all others. Eagles soar on their own, but they **flock together for their protection, proving there is safety in numbers.**

**What does NAIFA do for you?**

**Do the solutions you provide for your clients provide Tax Advantages / Benefits?**

What if ... Those Tax Advantages / Benefits were eliminated or severely reduced—would the Client have taken action?

NAIFA created the Tax Advantages / Benefits our products enjoy—since the Income Tax Code was made law in 1913.

Today, NAIFA continues to defend and protect those Tax Advantages / Benefits.

**Why is this important?**

For the past 60-plus years, Congress has tried to tax the death benefit of life insurance. If they were able to get that done, it would generate trillions of dollars in taxes. For the past 60-plus consecutive years, we have lobbied in Washington, D.C. against that tax.

Pick your favorite tax advantage product and ask yourself what you would do if these were the headlines: *"The Cost of War on Terrorism Doubles, Congress Votes to Tax (fill in your product) to Pay for the War."* Is it realistic? Possibly. That's why we have to have an organization that takes care of us but also our clients. This tax would devastate our clients, so it is vitally important that we have a voice.

For a more complete read on this subject, go to:

**[www.minot-advisors.com/eagles/](http://www.minot-advisors.com/eagles/)**

The only organization that lobbies on behalf of the producer.

Fly Like an Eagle; help us in protecting your clients and yourself.



If it is to be, it is up to us. Flock together with other Eagles .

**"Ask Not How NAIFA Can Serve You, But Ask How You Can Serve NAIFA"**

The Only Professional Association Dedicated 24/7/365 to being the Advocate for the Agent / Advisor and the Clients They Serve.

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