



FOR IMMEDIATE RELEASE

November 18, 2016

Contact:

Susan Klemmer

(703) 383-3071; sklemmer@nailba.org

NAILBA 35 Hailed a Success

(Fairfax, VA) – NAILBA 35, the National Association of Independent Life Brokerage Agencies' (NAILBA) Annual Meeting, has been hailed a success by NAILBA leadership and meeting participants.

Held November 17-19 in Dallas, Texas the event attracted 1,138 attendees and 107 exhibiting companies in 122 booths. This meeting, recognized as “Where the Brokerage Industry Meets,” is the independent insurance brokerage industry’s premier event. With a recently reworked schedule, the program featured two general sessions, sixteen workshops in twenty-one timeslots, and many opportunities for networking.

“I am exceptionally proud of the success of this year’s meeting. We made changes to the schedule and the content based on attendee feedback, and the response was outstanding,” noted NAILBA Chairman George C. (Chip) Van Dusen IV. He continued, “Our exhibitors and sponsors demonstrated their serious commitment to our distribution channel, the location and venue were an excellent setting for our Annual Meeting, and of course our Professional Development Committee did an outstanding job developing the education program.”

This year’s Opening General Session included the Chairman’s Address from Van Dusen, a State of the Foundation update and grantee and donor recognition by Mike Smith, 2015-2016 President of the NAILBA Charitable Foundation, and closed with a keynote by Erik Wahl. The Opening General Session also featured information about upcoming new member benefits and strategic planning efforts. The Chairman’s Award, recognizing outstanding volunteer service by a member of the brokerage community, was presented to Ken Leibow of Impact Technologies.

On Friday evening, the recipient of the 2016 Douglas Mooers Award for Excellence will be announced at the Mooers Award Dinner. The NAILBA Charitable Foundation’s Live Auction will also take place on Friday evening, during the Mooers Award Reception.

NAILBA 35 workshops covered a wide range of 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, the DOL overtime rule, the RAF underwriting forecast, and more. NAILBA's Agency Successor Networking Group, a group designed to offer mentoring for members moving into the role of principal, offered a specialized workshop for the group's participants.

Saturday's Closing General Session will feature updates from incoming NAILBA Chairman James Sorebo, the NAILBA Annual Business Meeting, and an introduction to the Life Lessons Scholarship recipient by Marv Feldman from Life Happens. The Closing General Session will conclude with a keynote presentation from renowned journalist Ted Koppel.

The schedule was updated this year to incorporate more opportunities for education, and to reunite the Mooers Award festivities with the NAILBA Charitable Foundation's Auction activities. In addition, the schedule offered outstanding opportunities for networking and featured a robust mobile app which provided multiple opportunities for attendees to connect and get the most up-to-date meeting information.

Sorebo, NAILBA's current Chair-Elect and the 2017 NAILBA Chairman, concluded, "We have already contracted more than 2/3 of the NAILBA 35 exhibitors for NAILBA 36 and anticipate that we will have another sold out Exhibit Hall at the Diplomat Resort and Spa in Florida. Our entire Board of Directors, our members, and our valued corporate supporters are looking forward to another outstanding event next year at NAILBA 36."

NAILBA 36 returns the Annual Meeting to the Diplomat Resort and Spa, November 16-18, 2017 in Hollywood, Florida. For more information, visit www.nailba.org/nailba36.

##

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.