

By joining NYCAIFA you become a member of:



“Why should I join NYCAIFA”?

We Protect Your Business

We Protect Your Clients

NYCAIFA - - The only organization in the world that does it all for the financial services professional: We educate ... we motivate ... AND the cornerstone of NYCAIFA membership... **we advocate**. For a little more than a dollar a day, a member has “business insurance”.

When you join NYCAIFA, your interests, and perhaps most importantly, the interests of your clients and customers, are protected in Washington D.C. and Albany, so that you can continue to successfully run and grow your business. You also have access to the most successful advisors and speakers in the world that can help you take your practice to the next level.

For about a dollar a day, let us protect your livelihood (and the interests of your clients) so you can spend your time making money! **Professional lobbyists in Washington DC and Albany constantly wage the battles that protect your livelihood.** We have successfully lobbied on state vs. federal regulation, taxation of cash value, sales illustrations, health care reform, pre-licensing and continuing education, and more.

How much is it worth to safeguard your future?

NYCAIFA’S local, state, and national lobbying efforts allow us to retain and grow our businesses by proactively protecting our interests.

Keeping the tax free build up of life insurance cash values or annuity products intact and fighting to maintain the tax free income of death benefits are just two examples where NYCAIFA refuses to allow some beaurocrat with the mere stroke of a pen to change the way we protect the interests of our clients and run our businesses.



**Your Association is Working Hard to Protect the
Insurance Industry & your Profession.
There is strength in numbers. JOIN NYCAIFA today!**

6 Important Issues Concerning Your Profession

These six critical issues concerning the insurance profession are being addressed by your association:

Commission Disclosure The disclosure of a producer's commission is being considered as one necessary answer to some marketplace abuses. Requiring NAIFA members to disclose their commissions during the sales process presents the very real probability that the customer will be misled concerning other costs of the policy and be sidetracked from focusing on how much insurance is needed and what kind to buy. NAIFA generally opposes requiring commission disclosure during the life insurance sales process but is supportive of such disclosure in specific circumstances and also supports the NAIC's Proposed Compensation Disclosure Amendment to the Producer Licensing Model Act. NAIFA and other life insurance industry trade associations joined forces in a historic coalition of life industry organizations and collaborated on several joint statements to the NAIC and have been successful in persuading the NAIC to restrict the focus of its proposed amendment to its Producer Licensing Model Act (PLMA) to certain circumstances.

Keeping the tax free build up of life insurance cash values or annuity products intact and fighting to maintain the tax free income of death benefits.

Investor-Owned Life Insurance (IOLI) NAIFA has successfully opposed proposals to expand state insurable interest laws to allow entities funded by private investors to use charities to take out life insurance policies on strangers. Such schemes, known as investor-owned life insurance (IOLI), would turn life insurance into a commodity for investment by third parties that have no relationship to an insured. NAIFA believes this is bad public policy and that insurable interest laws should continue to ensure that life insurance is used for the benefit of families, businesses, employees and charities. Thanks to NAIFA's aggressive lobbying, no state enacted pro-IOLI legislation in 2005, and one state tightened up its insurable interest laws to strictly limit new IOLI programs. On the national level, NAIFA played a critical role this year in the adoption of resolutions opposing IOLI-type programs by both the National Association of Insurance Commissioners and the National Conference of Insurance Legislators.

Storm Brewing on Variable Annuities Under the heading of "we're not telling you anything you don't already know," variable annuities are complex products that demand significant expertise to sell. Over the years, both state insurance regulators and the Securities and Exchange Commission/National Association of Securities Dealers have developed rules that require broker dealers and registered representatives to determine that the variable annuity is suitable for any particular prospect in light of that individual's particular age, financial situation, risk tolerance, and investment objective. On June 9, 2004, the NASD issued additional guidance in assessing the suitability of recommendations of variable annuities and at the same time proposed new regulations.

Term Life Insurance Licenses NAIFA opposes creation of a "second-class" license to sell only term life insurance. Term license proposals would create an easily-obtainable license to sell only term insurance, with a simplified (or no) license test, reduced pre-license and CE requirements, and no limit on the benefit amount. NAIFA supports high standards for agents, modernization of the agent licensing system, and ensuring that the life insurance needs of all Americans are met. NAIFA opposes term licenses because they lower the bar for agent standards, limit the products a "term agent" can offer, and complicate agent licensing. NAIFA state associations in Alabama, Illinois and Mississippi derailed term license proposals in 2005 and NAIFA supported a resolution by the National Association of Insurance Commissioners condemning the term license concept.

Insurance Regulatory Reform The need to reform the insurance regulatory system to enable NAIFA members to better serve their clients has led NAIFA to reaffirm its century-long support for state regulation while also exploring regulatory improvement at the both the state and federal levels. NAIFA supports congressional action that improves and augments the regulation of insurance. To that end, NAIFA is actively working to ensure that every proposal introduced in Congress is consistent with NAIFA's goals and concerns, while continuing to work with the National Association of Insurance Commissioners and in the states to achieve necessary regulatory improvements. Regulatory improvement is sought in the areas of producer licensing, speed-to-market conditions for insurance products and other areas important to NAIFA members and critical to a strong insurance marketplace.

Why "Its Smart to Belong" to the NYCAIFA - NAIFA

Member Benefits

LEGISLATIVE /REGULATORY LOBBYING

We fight your battles to protect your livelihood.....AND WE WIN! National association updates, action alerts Federal, State legislative matrix at www.advisortoday.com

POLITICAL ACTION/INVOLVEMENT

IFAPAC/APIIC

ERRORS & OMISSION INSURANCE

Take advantage of our *very competitively priced* professional liability program available ONLY to members.

CONTINUING EDUCATION COURSES at a SUBSTANTIAL Discount to Members

NYCAIFA, in cooperation with the Center for Financial Studies, is the premier provider of top notch CE in the financial services community. We are providing top quality CE for CFP's, CPA's, Life & Health Agents and P&C Agents at discounts to members.

MEETINGS AND EVENTS

Our educational and sales meetings feature superstars in the industry and will help you stay on the cutting edge. **Take advantage of the hottest new sales ideas, great networking opportunities and more.**

- NYCAIFA Practice Management Conference
- NYCAIFA Professional Development Meetings
- NAIFA's Online Idea Exchange
- NAIFA's Program in a Box Education Series
- Young Advisors Task Force initiative
- Designation studies LUTCF, CLU, ChFC, CFP...and more
- National Career Conference (fall)/New York State Annual Meeting (spring)

NETWORKING & BUSINESS SUPPORT

NYCAIFA Local Meetings - Here, financial professionals have numerous opportunities to rub shoulders with and pick the brains of the most successful advisors in the world. No matter what business you are in, you can meet someone who does the same kind of business, or is in the same market that can assist you in taking your practice to the next level.

Multi-line - With over 40% of NAIFA's membership selling Property and Casualty insurance, our Multi-line Task Force exists to provide these members with the necessary resources, sales ideas, and networking opportunities to succeed and also provides the tools to more effectively cross sell life and health products.

Independents- For those financial professionals without the benefit of a home office or staff resources, NAIFA acts as the link to the financial services industry.

MAGAZINES EVERY MONTH

Two monthly magazines, the NAIFA *Advisor Today* and the NYCAIFA *Bulletin* cover the broad spectrum of our financial services community. Get the most up-to-date sales ideas, industry news and legislative updates to stay one step ahead of the competition. *Great sales ideas and valuable educational materials in each and every issue.*

LIFE UNDERWRITER TRAINING COUNCIL

Self-Confidence - it can make or break a career. Through practical application of the tools, techniques, and information covered in each class, the LUTC program gives you the confidence you need to succeed by teaching you what to say, how to say it and when to say it! ***Turn your knowledge and skills into sales!***

PUBLIC RELATIONS

Life Foundation - With your membership dollars, this organization helps promote the financial service professional, and the nobility of our profession, to the consuming public, through public awareness campaigns, television and radio commercials, magazine articles and advertisements.

Community Service - Help your community while personalizing your profession to prospective customers through public relations efforts and participation in community service events.

AFFINITY PROGRAMS (member discounts at www.naifa.org)

- NAIFA's Errors & Omissions Insurance
- Capital Trust of Delaware client trust services
- Client Marketing System's client management software
- DinnerGuest gift card anywhere VISA accepted
- Financial Visions web sites, customized, informative, interactive, in compliance!
- Hertz nationwide rental car service
- Kelsey National Advantage Plus disability program
- Liberty Publishing money management newsletter
- MBNA MasterCard credit card
- ProDial Communications telecom services
- Standard & Poor's/NAIFA Advisor investment information for your clients in real time!
- ThinkDirectMarketing No minimum direct mail
- UPS Next Day, 2nd Day, Worldwide delivery

So, why should you join NYCAIFA/NAIFA?



In an ever changing financial world and uncertain business climate, how can you afford not to?

With all of the resources above, a NYCAIFA/NAIFA member is armed for success.

Isn't it worth it? JOIN NOW!!!! Fill out the application in the back.



Code of Ethics

PREAMBLE : Those engaged in offering insurance and other related financial services occupy the unique position of liaison between the purchasers and the suppliers of insurance and closely related financial products. Inherent in this role is the combination of professional duty to the client and to the company as well. Ethical balance is required to avoid any conflict between these two obligations. Therefore,

*I Believe It To Be My Responsibility
To join NYCAIFA, my professional association and...*

To hold my profession in high esteem and strive to enhance its prestige.

To fulfill the needs of my clients to the best of my ability.

To maintain my clients' confidences.

To render exemplary service to my clients and their beneficiaries.

To adhere to professional standards of conduct in helping my clients to protect insurable obligations and attain their financial security objectives.

To present accurately and honestly all facts essential to my clients' decisions.

To perfect my skills and increase my knowledge through continuing education.

To conduct my business in such a way that my example might help raise the professional standards of those in my profession.

To keep informed with respect to applicable laws and regulations and to observe them in the practice of my profession.

To cooperate with others whose services are constructively related to meeting the needs of my clients.



MEMBERSHIP DUES PAYMENT OPTIONS

1. PAY YOUR DUES USING BANK DRAFT

WE'VE MADE IT EVEN EASIER FOR YOU TO JOIN !

For only \$33.42 per month you will receive all of your membership benefits. Read and complete the Bank Draft form on the reverse side of the new member application to authorize direct debits from your checking or savings account.

2. Pay using your credit card by mailing your application to the NYCAIFA office or via online at www.naifa.org

3. Pay in full and mail your check and application to the NYCAIFA office Ledger Deduction Program!

It's Not Automatic. You Must Authorize Payroll Deduction Each Year!

If your company appears on this list, simply take your renewal dues notice or new member application to your office manager to make the arrangements. Be sure your renewal dues notice or new member application is returned with your check to ensure proper processing.

COMPANIES WITH NAIFA DUES PAYMENT ARRANGEMENTS

American General Life and Accident Insurance Company
American General Life Insurance Company
American National Insurance Company
Ameritas LIC
Beneficial Life Insurance Company
GE Life & Annuity Assurance Company
The Guardian Life Insurance Company
Jefferson Pilot Life
Liberty Life Insurance Company
Liberty National Life Insurance Company
Manulife Financial
Mass Mutual
Met Life

Mutual of Omaha Insurance Company
Mutual Savings Life Insurance Company
National Life Insurance Company
Nationwide Insurance Companies
New York Life
Phoenix Home Life
The Principal Financial Group
The Prudential Insurance Company of America
Standard Insurance Company
State Farm
Union Central Life Insurance Company
United Insurance Company of America

AN INVALUABLE INVESTMENT AT VIRTUALLY NO COST TO YOU.

Up to \$335 of the \$395 in membership dues are tax deductible! (please consult your accountant)

Not only is your membership being "paid" back to you, but you've improved your position towards becoming a major producer in your field.



**New/Transfer Member Application
for NYCAIFA/NAIFA**
(Please type or print clearly)



Local Association: New York City AIFA

Local Association No.: 353780

Personal Information, Please Print or Type

Membership Type: Active Associate

Mr., Ms., Mrs., Other _____ Applicant's Full Name (First, Middle, Last Name)

Year of Initial License _____ Date of Birth _____

Designations _____ Title _____

Primary Company _____ Firm/Agency Name (if applicable) _____

Please send all mail to my: Home Address Business Address

Please send all email to my: Home Email Business Email Do Not Email

Business Information:

Street Address 1 _____ Business Phone _____

Street Address 2 _____ Business Fax _____

City, State, Zip _____

Business Email Address _____

Home Information:

Street Address 1 _____ Home Phone _____

Street Address 2 _____ Home Email _____

City, State, Zip _____

Other:

Producer Type: Independent Agent Multiline Agent General Agent/Manager Career Agent
 Home Service Bank Agent Broker Financial Planner Stock Broker

Other _____

Referred by (please print): To the best of my knowledge the applicant named is entitled to and worthy of acceptance by this local association

Active Sponsor Signature _____ Print Sponsor Name _____

Membership Fee: \$395

There is a \$25 membership cancellation fee.

Bank Draft (see reverse side) Check enclosed Please charge my credit card: MC/Visa Amex Discover

Print Name as it appears on card _____ Signature _____

Card # _____ Exp Date _____ If paying by credit card you can fax to Emily Eyre at (212) 764-8693

Mail payment & application to: New York City Association of Insurance and Financial Advisors, Att: Emily Eyre
989 Avenue of the Americas, 6th Fl., New York, NY 10018

Questions? Call Emily Eyre, Director of Member Services at (212) 221-3500, ext. 305, Fax (212) 764-8693

Membership Agreement

I agree to abide by the association bylaws and NAIFA's Code of Ethics (see below) and certify that:

- a. I have not been accused in writing nor been found in violation of the code of ethics of any professional organization of which I am a member. A state or federal licensing or regulatory body has not censured, fined or reprimanded me, or revoked or suspended my investment advisor, securities, or insurance license(s). I am not a defendant in a criminal action. If a criminal judgment has been entered against me in the past, it has been disclosed to NAIFA and its predecessors.
- b. I agree that neither the Association nor its individual members, officers, directors, agents or employees shall be liable to me, individually or jointly, if this application for membership is rejected or for the consequences of any disciplinary action which may be sought or taken against me under the local Association's bylaws or Amendments thereto or any disciplinary or penal action which may be sought or taken against me under the laws of this or any other state or jurisdiction, or for any statement which the Local Association or any of said individuals may issue relative to any such action; provided, for its or their gross negligence or willful misconduct.
- c. I understand and agree that my application for membership will be declined if it does not obtain a majority vote of the Board of Directors, or in the opinion of the Board of Directors, I am or will be unable or unwilling to conform to any of the foregoing requirements.

OR (check if any statements apply):

- I have been accused in writing or been found in violation of the rules or code of ethics of a professional organization of which I am a member. A state or federal licensing or regulatory body has censured, fined or reprimanded me, or revoked or suspended my investment advisor, securities or insurance license(s).
- I am a defendant in a pending criminal action or a criminal judgment has been imposed against me that has not been disclosed to NAIFA or its predecessors.

I will attach complete details with this application. I understand that a finding of such violation may create a presumption that I have violated NAIFA's Code of Ethics.

Signature _____

Date _____

For your information: Your local association (NYCAIFA) is a member of the state (NYSIFA) and national (NAIFA) associations. Your dues are divided between each association. Association dues are not deductible as a charitable contribution for federal tax purposes. However, dues payments may be deductible by members as ordinary business expenses. The portion of your dues that the NAIFA federation spends in lobbying activities may not be deducted from our federal income taxes.

This portion of your dues is not deductible:

NAIFA	\$28.65
New York State AIFA, Inc.	\$18.70
Total Dues Not	\$47.35

NAIFA Code of Ethics

Preamble: Those engaged in offering insurance and other related financial services occupy the unique position of liaison between the purchasers and the suppliers of insurance and closely related financial products. Inherent in this role is the combination of professional duty to the client and to the company as well. Ethical balance is required to avoid any conflict between these two obligations. Therefore,

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To present accurately and honestly all facts essential to my clients' decisions.

To perfect my skills and increase my knowledge through continuing education.

To conduct my business in such a way that my example might help raise the professional standards of those in my profession.

To keep informed with respect to applicable laws and regulations and to observe them in the practice of my profession.

To cooperate with others whose services are constructively related to meeting the needs of my clients.

Authorization Agreement for Monthly Bank Draft:

I hereby authorize the National Association of Insurance and Financial Advisors, hereinafter called NAIFA, to initiate debit entries to my: (select one)
 Checking Acct. **Savings Acct.** at the depository financial institution named below hereinafter called DEPOSITORY, and to debit the same to such account. **Attach a voided check from the account to be drafted.**

Bank Name _____

Bank City _____ State _____ Zip _____

Bank Routing Number (ABA #) _____

Bank Account Number _____

This authorization is to remain in full force and effect until NAIFA has received written notification from me (the participant) of its termination. Written notification must be received by NAIFA by the last business day of the month to avoid a draft for the following month.

Account Holder's Name _____

Signature _____ Date _____

Note: All written debit authorizations must provide that the member may revoke the authorization only by notifying NAIFA in the manner specified in the authorization.

Monthly Debit = \$33.42
Total Dues \$395 divided by 12 months + \$0.50 = \$33.42

Note to Members Paying by Bank Draft: NAIFA will debit your account on the 5th of every month. Debits will begin the month following receipt of this application. You will be notified in advance of any adjustments in your monthly debit, resulting from any dues adjustments. There is a \$.50 per month transaction fee, which is added to the monthly deposit amount. If your membership is being reinstated after a lapse, the first debit will reflect the amount due for the delinquent months. **If the participant has insufficient funds in his/her account to cover the monthly draft, NAIFA will charge a \$15.00 fee on the next monthly debit. If the insufficient fund status occurs for a second consecutive month or twice within six months, the participant will be removed from the program and all benefits will be terminated.** The member will not be eligible to receive benefits again until his/her account is brought current. Once you have enrolled in the bank draft program, you are committed to pay full annual dues in 12 monthly payments. If you fail, for whatever reason, to complete your full membership dues obligation, you are still liable for the remaining unpaid balance.