

NAIFA San Antonio



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NAIFA's Mission

1. Help PROTECT your business.
2. Help GROW your business.
3. Promote ETHICAL behavior.



DOL Rule – How bad could it have been?

- Contract before any advice/recommendation
- Variable annuities and proprietary products in question
- Existing account notification
- Separate contract
- Direct warranty obligations on advisors
- Plan-level advice not allowed?





Key Dates

- Final Rule is effective on June 7, 2016
- New definition of fiduciary investment advice applicable on April 10, 2017
- Full compliance with the BIC by January 1, 2018

5 Lawsuits

- KS Hearing Date: August 24, 2016
- DC Hearing Date: August 25, 2016
- TX Hearing Date: November 17, 2016





What's Next?

- Tax Reform
- Health Reform





How Can YOU Help?

- Educate Yourself on the Issues
- Political Involvement (PIC)
- Political Action (PAC)





NAIFA Strategic Plan

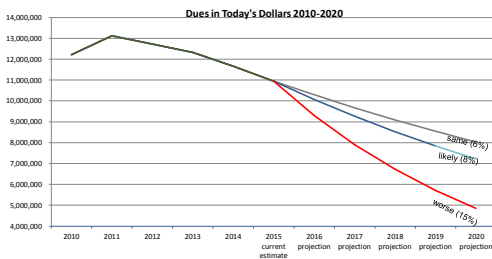


About NAIFA 20/20

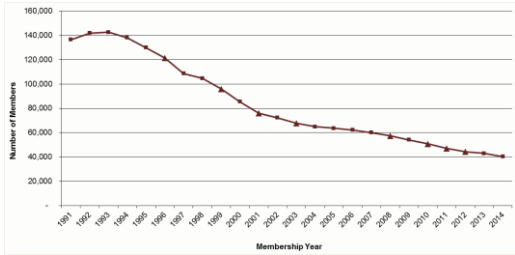
- Goal is to develop a five-year strategic plan that strengthens NAIFA, grows membership
- NAIFA 20/20 Task Force began the process at a summit to define goals and objectives
- Task Force comprises broad cross-section of NAIFA leaders and members



Why NAIFA 20/20



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Opportunities for NAIFA

- Grow non-dues revenue
- Varied membership categories
- Increase corporate sponsorship and support
- Leverage technology to deliver products globally

Challenges for NAIFA

- **Primary challenge: Federation's business model encompasses approximately 600 state and locals**
- Difficult to deliver consistent programs across the board and attract volunteer leadership
- Hinders NAIFA's ability to be nimble and adapt and respond to changing business needs
- Difficult to deliver a unified and consistent member experience
- Governance requirements taxing on dedicated volunteers

Task Force Identified Three Goals

- Empowerment
- Business Model
- Financial Model

Goal #1: Empowerment

Objectives

- **Advocacy:** Ensure a positive legislative and regulatory environment at the federal and state level
- **Training & Professional Development:** Empower members with tools to succeed

Goal #1: Empowerment (con't.)

Objectives

- **Diversity:** Create NAIFA value and awareness among a diverse population
- **Awareness:** NAIFA members are perceived as advocates for financial security

Goal #2: Business Model

Objectives

- **Adjust NAIFA infrastructure** to one that supports nimble decision-making while delivering member value
- **Local Flexibility:** Empower locals to adapt business model to meet local member needs



Goal #2: Business Model

Objectives

- **Clarify State Association Role:**
Broaden state association’s capacity to assist locals
- **Clarify NAIFA National Role:** Provide state advocacy support, professional development, association branding

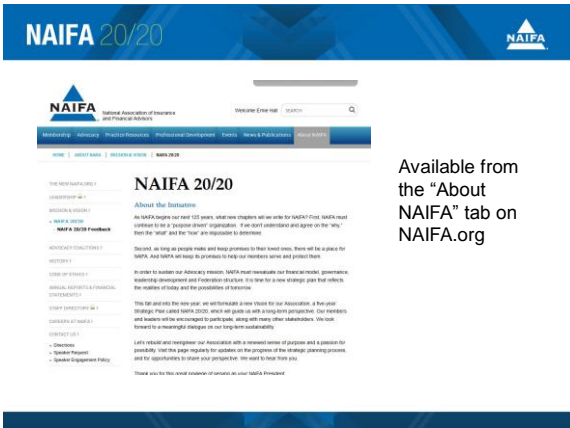


Goal #3: Financial Model

Objectives

- **Effective and Efficient Dues Structure:** unified and cohesive
- **Diversify Portfolio:** increase non-dues revenue





Available from the "About NAIFA" tab on NAIFA.org

