



November 15, 2010

Dear Member of Congress:

On behalf of the Association for Advanced Life Underwriting, American Council of Life Insurers, GAMA International, National Association of Insurance and Financial Advisors, and National Association of Independent Life Brokerage Agencies, we write to share our views regarding the current debate on taxes and the deficit. We strongly support the goal of addressing the national deficit. At the same time, we believe it is essential that public policy recognize that more than 75 million American families rely on life insurers' products for financial protection, long-term savings, and a guarantee of lifetime income at retirement.

In the wake of the economic crisis, American families continue to face greater hurdles than ever before when planning for their financial and retirement security. Life insurance and annuities make it affordable to manage the financial risks associated with the death of a wage-earner or family caregiver, as well as those associated with longer retirements, by transferring risk from an individual to an insurer. In addition, they allow families to accumulate savings to meet important financial needs throughout their lives.

We strongly believe that public policy must encourage families to take the responsible steps to protect themselves and build savings. Moreover, changing the long-standing rules that have worked so well to support these important goals would unjustly target those who plan for their financial future.

We ask that you give careful consideration to our concerns as you review the recommendations of the various commissions that are releasing their reports on how to best address the deficit. Each of our associations stands ready to provide assistance to you and your staff, and would be pleased to provide additional information or answer any questions about life insurers and the products they provide.

Sincerely,

Association for Advanced Life Underwriting
American Council of Life Insurers
GAMA International
National Association of Insurance and Financial Advisors
National Association of Independent Life Brokerage Agencies

Association for Advanced Life Underwriting (AALU) represents 2,000 life insurance agents and professionals nationwide. AALU members are engaged in the sale and use of life insurance as part of business continuation planning, estate planning, charitable planning, retirement planning, deferred compensation and employee benefit planning. Contact: Marc Cadin, 703-641-8122, cadin@aalu.org

American Council of Life Insurers (ACLI) represents more than 300 companies that account for more than 90 percent of the assets and premiums of the life insurance and annuity industry. Members offer life insurance, annuities, pensions, 401(k)s and other retirement plans, long-term care and disability income insurance, and reinsurance. Contact: JC Scott, 202-624-2142, jcscott@aclii.com

GAMA International is a worldwide association serving 5,500 field leaders in the insurance and financial services industry. The association provides its members with professional development resources and opportunities, including educational, networking and leadership. Contact: Brendan Gleason, 703-344-3688, bgleason@gamaweb.com

National Association of Insurance and Financial Advisors (NAIFA) comprises more than 700 state and local associations representing the interests of approximately 200,000 agents and their associates nationwide. Members focus on one or more of the following: life insurance and annuities, health insurance and employee benefits, multiline, and financial advising and investments. Contact: Mike Kerley, 703-770-8155, mkerley@naifa.org or Diane Boyle, 703-770-8252, dboyle@naifa.org

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 member agencies represent 250,000 producers who deliver more than four billion dollars in first year life insurance premiums annually. Contact: Mark Valentini, 703-383-3073, mvalentini@nailba.org