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FOR IMMEDIATE RELEASE

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Fairfax, Virginia—The National Association of Independent Life Brokerage Agencies (NAILBA) has announced the dates of its upcoming meetings.

FOCUS 2003 will take place **May 14-16 in Dallas, Texas**. The theme of this year's program is leveraging technology and marketing to build business. This event will feature educational sessions, technology exhibits, a CEO panel discussion and a number of networking opportunities. This is the only NAILBA conference open to nonmembers.

Highlights of **NAILBA's 22nd Annual Meeting**, scheduled for **November 6-8 in Phoenix**, include renowned keynote speakers, an expansive exhibit hall, workshops, NAILBA's board of directors' election, an award banquet and more.

The Association's Meetings Committee, chaired by Cindy Gentry of Brown and Brown Associates, is responsible for determining the speakers, topics and activities for both events. The committee members are Holly Bennett, Hank Cushard, Jack Dewald, Sid Dickerman, Eugene Koster, Duval McDaniel, Kevin Merz, Ed Murray, Ken Olson, Alan Palmer, Kenneth Prillaman, Jan Spitzer, Chip Van Dusen and Ernest Vidal.

For more information about NAILBA's annual events, contact Laurie Tritsch Hawes at 703-383-3081 or ltritschhawes@nailba.org.

The National Association of Independent Life Brokerage Agencies (NAILBA) is a nonprofit trade association with 300 member agencies in the US and Canada, representing 100,000 producers who deliver more than one billion dollars in first-year life insurance premium annually. NAILBA is dedicated to fostering the growth of its member agencies by providing educational resources, industry standards and a collective voice for legislative and regulatory efforts. Each of NAILBA's members commits to a statement of responsibilities to ethically and responsibly serve their clients' best interests. For more information about NAILBA, visit www.nailba.org.