



National Association of Insurance
and Financial Advisors

March 10, 2020

Mr. Larry Kudlow
Director, National Economic Council
The White House
1600 Pennsylvania Ave., NW
Washington, D.C. 20500

Dear Mr. Kudlow:

As you are aware, the COVID-19 global epidemic carries the potential to cause temporary economic hardships for various sectors of the U.S. economy, including tax-exempt associations forced to cancel meetings and other events.

The National Association of Insurance and Financial Advisors (NAIFA) is one such association. NAIFA has a nationwide membership of 25,000 financial professionals and consists of state and local chapters in all 50 states and the District of Columbia.

We join the American Society of Association Executives and other associations in calling for the administration to include tax-exempt associations impacted by COVID-19-related cancellations in any federal aid package.

NAIFA holds two major conferences annually, an advocacy conference in Washington, D.C., in May and an educational conference in the fall, scheduled this year to be held in Boston. We also hold several smaller meetings of members from around the country throughout the year. Many of our chapters have scheduled separate conferences for members in their states.

Advocacy events that NAIFA hosts in every state capital involve gatherings of insurance and financial professionals and meetings with state policymakers. NAIFA also participates in an association network of advocacy partners, with whom we hold events.

We have not yet determined a need to cancel any of our scheduled events, but we are monitoring the situation closely and will follow the guidance of local, state, and federal health authorities. Cancellation

of any of these events would have a major impact on our operations and would carry financial implications. Of course, the health and safety of our members, as well as the general public, is NAIFA's top concern.

Thank you for your consideration, and please feel free to contact me with any questions or to discuss this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Kevin M. Mayeux".

Kevin M. Mayeux, CAE
Chief Executive Officer
National Association of Insurance and Financial Advisors