**New Member Pinning Ceremony Script**

We recommend that the Chapter President or Membership Chair is the one to emcee and provide the pins/recognition to the new member. Ideally, the Pinning Ceremony is held at the beginning of a meeting to allow the new member to be introduced and have time for networking. This also allows guests to understand how excited NAIFA is to welcome new members and sets a positive, energetic tone for the Chapter going forward.

**Recommended Script:**

We are now going to start the New Member Pinning Ceremony which is one of our most favorite parts of any meeting. Would the new members please join me at the front of the room or turn your camera and microphone on if you are virtual.

First, I would like to say thank you for choosing to belong to your professional association. You are joining an organization that has stood the test of time and you are now becoming part of a legacy of financial services professionals that ascribe to a Code of Ethics and always put their clients’ best interests first.

NAIFA makes a membership promise to each member to advocate, educate and differentiate you. Now we are going to ask that you also make a promise to NAIFA. I will ask three questions and at the end, please state “I Promise”.

Do you promise that you will advocate on behalf of your business, your clients, your state and your country?

*I promise.*

Do you promise that you will continuously undertake professional development in order to educate yourself in order to provide the best service to your client possible?

*I promise.*

Do you promise that you will uphold the Code of Ethics while working to improve your clients’ financial security?

*I promise.*
(The Chapter President or Membership Chair will now proceed to give each new member a pin. Depending on the group size, each member will either be recognized individually, or as one group and hold applause at the end. We recommend that five people and under are applauded individually and more than five be handled as a group.)

Let this pin remind you that you belong to our Local Chapter of NAIFA-[Insert Chapter] and you represent our State Chapter of NAIFA-[Insert Chapter] as part of NAIFA Nation.

Please put your pin on your right side.

May I present to you our newest NAIFA member, [Name of Person].

*Applause.*

May I present to you our newest NAIFA member, [Name of Person].

OR

Please let me present to you [Name of Person], [Name of Person], [Name of Person], [Name of Person], [Name of Person], [Name of Person], [Name of Person], [Name of Person] and [Name of Person]. Would you please welcome them to our Chapter by a show of applause.

(We recommend that each new member receives a photo with the Chapter President and Membership Chair, as well as a group photo of all new members. Ideally, a group photo of all participants is also taken to show the new members with the current members. All pinning ceremonies can be featured in *Advisor Today,* so please send in photos and names of members to marketing@naifa.org.)