



## Veterans Reimbursement for Producer Licensing

*"Veterans very often possess skills that help them succeed as insurance and financial professionals and serve the best interests of their clients," said NAIFA CEO Kevin Mayeux.*  
*"Many NAIFA members served our country with distinction before embarking on their insurance and financial services careers."*

*"Building a practice as an advisor requires leadership of self and staff. This is critical in planning, goal setting, hiring, as well as leading your team. No one does this alone. Further, once the service model has been established, the commitment to fulfill the objective and finish what you start is at the core of most military training that I recall." – Scott Wolf, past president of NAIFA-MN and United States Air Force veteran.*

- NAIFA supports initiatives that encourage individuals to join our great profession and start a career as a financial advisor. That is why we strongly support the U.S. Department of Veterans Affairs (VA)'s program that reimburses military veterans for the cost of taking various professional licensing exams, including the exam to become a licensed insurance producer.
- We believe this VA program is a great opportunity to help veterans and their families and to incentivize military veterans to consider becoming licensed insurance producers – all at no cost to individual states.

- Former members of the military possess tremendous dedication and work ethic and are exactly the kind of individuals we encourage to join our industry.

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- Under the GI Bill's Licensing and Certification benefit, veterans may be eligible for up to \$2,000 for the cost of taking an exam to become a licensed or certified professional in various fields, including insurance.
- Largely thanks to the efforts of NAIFA's advocacy, the number of states participating in the program has grown from six at the beginning of 2017 to nearly 40! While this is tremendous progress, we hope the remaining states will soon come on board.

*"My military career spanned three decades, holding many positions as I rose through the ranks retiring at the highest enlisted rank of Sergeant Major. In my final combat deployment, I was assigned as a combat advisor to the French Army to develop the Afghan Police. This was a culmination of skills acquired over my career - many of which carried over to my current financial advisory practice, such as being goal and detail orientated, self-motivated, developing critical thinking and analysis skills, and having high moral and ethical values." - Jennifer Long, an Army veteran and New-Jersey based financial advisor.*