



## **NAILBA Welcomes John Gilbert as 2022 Chair**

**WASHINGTON, D.C. (January 7, 2022)** – The National Association of Independent Life Brokerage Agencies (NAILBA) is pleased to announce John Gilbert, President at The National Benefit Corp. in West Des Moines, IA, as its 2022 Chair. Gilbert’s financial services career began in 2002 as an agent for Banker’s Life and Casualty, where he served the central Iowa senior marketplace with life insurance, long term care, annuities, and Medicare supplements.

John joined The National Benefit Corp. in 2004 as a marketing consultant specializing in annuity marketing and has held advancing roles over the past 17 years. He has long been active in NAILBA, serving as the Agency Successor Networking Group (ASNG) chair for the past three years, and was recognized in 2017 with the NAILBA Chairman's Award.

“We cannot look toward the future of NAILBA without remembering those that paved the way for all of us,” Gilbert said in his Chairman’s address at the NAILBA Annual Meeting in November 2021. “Mooers, Lea, Lerner, Milner, Felton, Cohen, Jetter, Tessler, Gentry—these people and many, many others laid the foundation for NAILBA, and they deserve our thanks and gratitude.” NAILBA announced earlier this week that it has entered discussions with Finseca, the leading advocacy organization for financial services, about a potential merger. As Board Chair, Gilbert will play a key role in furthering the initiative. “NAILBA needs to take a prominent role in distribution leadership in this industry,” he said. “The Board is actively discussing and researching all available opportunities to enhance and amplify our voice as the pre-eminent independent life insurance distribution association.”

Gilbert also expressed his commitment to NAILBA members, who often deal with families during their most difficult times.

“We need to honor the past and the accomplishments of so many, while ensuring that independent distribution always focuses on how we deliver checks to orphans, widows, and business owner in their greatest time of need. That is what NAILBA is working on and what we will spend our energy trying to deliver for our membership.”

In addition to his leadership in NAILBA, Gilbert has also been active in the local NAIFA chapter and was the 2016 President of The TYGERS, a study group of second and third generation insurance professionals. He attended Northwest Missouri State and Iowa State universities and is series 6, 63, and life and health licensed. He lives in West Des Moines, IA with his wife, Lindsay, and their three children.

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### **About NAILBA**

The National Association of Independent Life Brokerage Agencies, better known across the insurance industry as NAILBA, is the trade association representing independent brokers and brokerage general agencies (BGA's) committed to providing American consumers with various financial and retirement security products such as life and health insurance, annuities, and other supplemental benefits.