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# PRESS RELEASE

## Steve Kerns accepts nomination to the NAFA Board of Directors

**Milwaukee, June 30, 2009:** The National Association for Fixed Annuities (NAFA) Board of Directors unanimously voted to accept the nomination of Steve Kerns to fill their recently vacated seat. NAFA's Board consists of fourteen directors representing the following insurance disciplines: legal, actuarial/product development, marketing, compliance, and distribution. NAFA voting members are eligible to be on the Board of Directors and the association seeks to find a balance of carrier, marketing organizations, and consulting firms representing each discipline. The current NAFA Board of Director Roster can be found at [www.nafa.us](http://www.nafa.us). "NAFA is excited to welcome Steve Kerns to its Board of Directors. The dedication, expertise and integrity that Steve brings to the industry will be extremely beneficial to NAFA and its mission of promoting fixed annuities," Kim O'Brien, NAFA Executive Director stated in the announcement to members.



Kerns was raised in Omaha, Nebraska and received his degree, after majoring in Pre-Law, from the University of Nebraska at Omaha in 1976. He served in the Marine Corps Reserve and attended their Officer's Candidate School while in college. He began his financial services career with the Great Southern Life Insurance Company, where he earned their Rookie of the Year honors in 1978. For the next six years he built a successful retail insurance practice, receiving numerous company awards as well as qualifying for the Million Dollar Roundtable all six of those years.

In 1983, he and his wife Becky founded InsurMark, a company that has become known in the insurance industry for its *Integrity, Innovation, Leadership and Service*. Although it began as a small dream nearly twenty six years ago, InsurMark has grown into a well established and well respected national insurance marketing organization with over 8,000 agent partners in all fifty states. As a visionary and coach, Steve has the ability to spot industry and demographic trends to help InsurMark maximize their opportunities and by proactively encouraging those around him to reach their goals and beyond. Today, Steve carries not only the role of Founder and CEO but of Chief Strategic Officer. He is known nationwide as a leader in the industry, as InsurMark was one of the founding marketing organizations in 1987 of LifeUSA, known today as Allianz.

An avid golfer, Steve is active in his church, is a bank director and serves on numerous charitable boards. Steve lives in Houston, Texas with his wife of almost 31 years, Becky and has two sons, Marshall who attends Vanderbilt University and Matthew who will be attending the University of Texas this fall.