



# NAIFA QUALITY AWARDS

## THE HALLMARK FOR OUTSTANDING CLIENT CARE

**Laurie Adams, CFP, CLU, LUTCF**  
NQA Task Force Member & Recipient  
Peoria Heights, IL  
Loyal Member Since 1982

## ABOUT THE NAIFA Quality Awards

The NAIFA Quality Award was created in 1947, focusing on recognizing outstanding performance by life insurance agents. Today, the award has expanded to include not only life insurance, but also multiline, financial advising, health, and employee benefits. In addition to questions about personal production, the application provides additional points based on NAIFA involvement, designations, and leadership roles.



**Ike Trotter, CLU, ChFC**  
Greenville, MS  
Loyal Member Since 1976

*The NAIFA Quality Award recognizes the best of the best in our industry. It celebrates outstanding advisors and agents who provide quality care, adhere to ethical standards, and is not solely based on annual production numbers."*

### How to Apply

- You don't need to be a NAIFA member to apply for the award, but must join to accept the award if you meet the qualifications
- Criteria differ based on award for each practice area

### Exclusive to NAIFA Members:

- Listed in online NQA directory
- Recognition as an NQA recipient in *Advisor Today* digital edition & within industry press release
- Digital badge to use on social
- Recognition during annual National Leadership Conference

### Differentiate Your Team

- Use NQA as an incentive program for your team
- Group blocks of awards available



**Award Winner**



**Mike Paffhausen**

Butte, MT

Loyal Member Since 2015

**Jennifer Lewis**

Springfield, MO

Loyal Member Since 2022

**Joseph Spinelli, III**

Tallahassee, FL

Loyal Member Since 2009

**Matthew Cloutier**

Littleton, CO

Loyal Member Since 2022

## ABOUT Advisor Today's Four Under 40

Each year, *Advisor Today* magazine recognizes four financial advisors who achieve excellence in their profession by or before the age of 40 with the Four Under 40 Awards.

Someone you know is a leader. They are successful, of course, but also committed to their community, family, and team. They're already a great example for their peers. *Advisor Today's* Four Under 40 Awards provide the recognition they deserve and differentiate young advisors making a difference with their clients, for their profession, and in their communities.

Past Four Under 40 winners have a proven track record of continued success through industry leadership roles, speaking engagements, and increased peer recognition.

### Nominate a NAIFA Standout

You do not have to be a member to nominate a potential Four Under 40. However, recipients must be NAIFA members at the time of the nomination deadline and award recognition. Nominations open each year during February's I Love NAIFA Month.

### Quick Facts:

- Advisor Today Four Under 40 recipients are honored during a celebration at NAIFA's annual *Belong* event.
- Recipients receive a profile article on NAIFA's *Advisor Today* platform highlighting their achievement and career success.
- Nominees must be NAIFA members under the age of 40 who have attained extraordinary professional success and shown leadership within the insurance and financial services industry.