



## An Important Message from Larry Lynch

Dear FNA Broker,

This e-mail and corresponding attachment is the first of many enhancements that will be coming from First National Administrators throughout the year. In an ever changing industry, where it becomes more and more difficult for a broker to keep up with industry changes and important issues, not to mention running a successful brokerage, we have good news. Everyone at FNA has made it our goal in 2008 to provide our brokers with the best tools possible to help make it easier to sell the products we offer to their clients. This attachment is just one of those tools.

Attached you will find a spreadsheet that should prove very helpful when submitting a case. It is an "At a Glance" sheet showing submission guidelines and requirements for all of our health carriers. An Ancillary spread sheet is currently in the works. It is designed for ease of use.

Be assured that going forward that every e-mail that you receive from anyone at FNA will be important, pertinent and sent with the intention to help you succeed with your sales efforts. Please feel free to contact me directly at any time if FNA can be of any assistance with these efforts.

Thank you for your continued loyalty and we look forward to a very successful 2008!

Sincerely,

Laurence Lynch  
President & CEO

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