




# Building Financial Security, Together



A solid teal vertical bar is positioned on the left side of the image, partially overlapping the text.

We serve 90 million American families,  
helping them build a financial safety net  
that protects them through all stages of life.  
Helping people take care of the things that  
matter most is our most critical mission.

# We're Building Security, Together.

*The things that matter most.* Those five words capture what American families think about at their most human level. It captures what our industry protects at our most foundational level. And it captures what policymakers are ultimately trying to solve as a matter of representational responsibility. It's where our industry solutions connect with societal concerns and consumer needs.

## Advocacy powerhouse

Over the past year, we've hit the ground running building an integrated, powerful advocacy strategy centered on that sweet spot. We established a leadership platform. We endorsed bold new retirement security solutions, like House Ways and Means Committee Chairman Richard Neal's auto-401(k) proposal, and created momentum and together drove final passage by Congress of the SECURE Act to increase access to retirement savings plans. We became a leader on big societal issues like paid family leave and privacy. We are growing our influence with Team USA and the NAIC on international capital standards and the group capital calculation. We worked hard with state regulators to strike the right balance between affordability of products and the safety of companies. We kept a fiduciary approach to consumer protection at bay, while raising our best interest approach with the SEC and NAIC. We developed a strategy to show how tax treatment affects our ability to provide affordable products to 90 million American families.

We raised our game in our advocacy infrastructure, launching IMPACT, an ACLI news site with views on our industry's work. We're building a strong grassroots advocacy network. We partnered with new communities, like Junior Achievement, our military and veterans community, Latino community, firefighters, and others to raise the conversation on issues of financial security for all Americans.

In so many ways, 2019 was an exceptional year as we furthered our industry's mission. For all of our forward movement, we still have more to do.

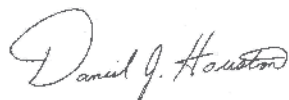
## A changing world

Our society continues to confront big, generational challenges, like increasing lifespans and technology and workforce changes. Political headwinds are shifting every day.

At a moment when nothing stays the same, people crave a sense of protection. And do you know what? No other industry is there for people through every stage of life like the life insurance industry is there. As we always have been. Guaranteed. All of the work this industry does builds a critical foundation for American families in a time of uncertainty.

## A reminder of why we are here

We hope the accomplishments and initiatives in this review remind you of why we are here. We are for all Americans. Now and in the years ahead, we will continue to work with families and individuals, policymakers, change agents, and our members to build security for American families, together.



Dan Houston, Chairman, President & CEO  
Principal Financial Group



Susan Neely, President & CEO  
American Council of Life Insurers



Dan Houston  
Chairman  
President & CEO  
Principal Financial Group



Susan Neely  
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American Council of  
Life Insurers

# About Our Industry

We're leading on issues that have a profound impact on American families such as financial and retirement security, life insurance protection, long-term care insurance, and access to paid family and medical leave.

Protect

**90**  
million  
families



Generate

**2.7**  
million  
jobs



Invest

**\$6.3**  
trillion  
in the U.S. economy







Pay out

**\$2.1 billion**

every day to American families and businesses

including

**\$32.6 million**

every day in long-term care claims  
(\$11.9 billion annually)

**\$358.6 million**

every day in life insurance payments  
(\$130.9 billion annually)

**\$1.1 billion**

every day in annuity payments  
(\$406 billion annually)

**\$52.9 million**

every day in disability income claims  
(\$19.3 billion annually)



## Working in America's Best Interest

Our industry's mission is to help more Americans achieve financial stability, retirement security and peace of mind—a responsibility that requires fidelity to the highest standards of conduct and safeguards the ability of middle-class Americans to access retirement savings tools.

### Achieving a Harmonized National Standard of Care for Consumers

Consumers rely on sound recommendations from financial professionals as they prepare for and enter retirement. Our industry supports consistent and clear protections for savers and retirees. We worked closely with the National Association of Insurance Commissioners (NAIC) and the Securities and Exchange Commission (SEC) on a harmonized best interest standard of care.

With our significant input, in 2019 the SEC adopted “Regulation Best Interest” and Form CRS. The new standards add significant consumer protections, increase transparency around client/customer relationships, and preserve consumer access to valuable services.

A best interest approach means consumers in the market for certain annuities and other financial products will receive better information, in plain English, to help them make informed decisions. Financial professionals will have to act with care, skill, and diligence while mitigating or eliminating potential conflicts of interest that might influence recommendations.

With the SEC work complete and the NAIC initiative close behind, we continue to engage with the Department of Labor presenting our industry's high standards and principles for consumers.



## Best Interest at the State Level

We worked closely with the NAIC to incorporate a Best Interest standard into the association's Suitability in Annuity Transaction Model Regulation—supporting an approach that is similar to the SEC's.

Our industry opposes efforts to implement a fiduciary-only approach that denies people access to financial products they need. To date, ACLI has successfully opposed such efforts in **Maryland** and is actively engaged against initiatives in **New Jersey, Nevada, and Massachusetts**, demonstrating our commitment to consumer choice through a Best Interest standard.

## A Priority: Privacy and Cybersecurity

For generations, our industry has respected and maintained the privacy and security of personal information. Our record of responsible stewardship can serve as a model as policymakers seek to protect consumers in other areas.

Our industry has an enduring commitment to safeguarding consumer information—and fastidiously supports and abides by laws protecting the disclosure of personal information. Given the sensitive nature of health and financial information, customers are informed when information is collected about them for underwriting, or if the security of their personal information is breached.

As technology advances and new issues around privacy emerge, we will continue to advocate for unified, thoughtful approaches to new privacy and security laws that ensure we can maintain transparent, effective relationships with consumers.

## Task Force on Big Data

Like companies across many industries, our members are embracing the power of big data. Big data helps accelerate the underwriting process—providing qualified consumers with financial protection faster than ever before. That can provide a better experience for consumers by allowing them to skip elements of the underwriting process, and to receive coverage quickly and noninvasively. It also helps our companies work more efficiently and effectively. Our newly formed **Big Data Task Force** helps bring ideas to the table.

**INNOVATION  
FOR FINANCIAL  
PROTECTION**

## Successful Collaboration

With a nationwide standard, consumers across states will enjoy strong, harmonized protections. That goal requires a coordinated effort involving all of our member companies and key allies, including the National Association of Insurance and Financial Advisors (NAIFA) and The Association of Advanced Life Underwriting (AALU).



## Our Commitment to Safeguarding Information

- Developed and adopted a new privacy policy regarding federal pre-emption
- Implemented principles that will help guide us as we work with all levels of government
- Worked with federal and state regulators to see that any new data privacy regulations reflect our strong record and are uniform across jurisdictions.





## Retirement Security: Finding Solutions

As Americans live longer, sustaining financial security through retirement has become a major challenge.

Today, a typical 65-year old can expect to spend 20, 30, or more years in retirement. That, coupled with a decline in employer pension plans, a growing gig economy and, for many, insufficient savings, has led to a retirement security gap. Our member companies are leading providers of retirement solutions including annuities, the only financial product guaranteeing lifetime income for Americans. We're raising our game to drive policy solutions to help more individuals plan for long and happy retirements.

## Big Problems Require Big Solutions

In 2019, our industry announced a bold shift. We endorsed a proposal by House Ways and Means Chairman Richard Neal (D-MA) that would require employers to offer workplace retirement plans and encourage employees to save through auto-enrollment at work.

This bold approach leverages the marketplace to provide access to 30 million more Americans. While it ensures workers have the freedom to opt out, our research estimates it will still result in 22 million more Americans saving for retirement.

Employers have a proven track record in helping people develop the savings habit, and our industry makes certain these retirement plans work for their employees.

Life insurers manage

# 13%

of all defined contribution plan assets and 13% of all IRA assets

## Speaking Up for Savers

The low-for-long interest rate environment is troubling for the financial security of many Americans. We've arranged visits between our CEOs and Federal Reserve Banks to highlight the damage of low interest rates to retirees and pre-retirees who have saved for decades.



## Responsible Regulation of Retirement

State-run retirement plans can create undue financial burdens for state governments, inadequate consumer protections, and risks for taxpayers. We educate state lawmakers on the many products and services available in the retirement plan marketplace. This year we were successful in preventing the establishment of state-run plans in Washington and 20 other states.

At the federal level, ACLI provided feedback in support of the Department of Labor plan to expand multiple-employer plan (MEP) sponsorship and its proposal facilitating e-delivery of retirement plan information, as well as the IRS and Treasury Department proposal to facilitate open MEPs.

**“We need national solutions to close the retirement savings gap. We’re going to use the strength of the life insurance industry, our political influence, and our persuasive capabilities to continue to be a global problem solver on this issue and advance policy that really makes a difference.”**

Susan Neely, ACLI President & CEO



## The SECURE Act

Increasing Access to Retirement Savings

In a big move to modernize America's retirement system, sweeping retirement security legislation was enacted in 2019.

Aptly named the **SECURE Act**—or Setting Every Community Up for Retirement Enhancement—one provision alone will help get more than 700,000 small business employees saving for retirement through work by letting small employers band together for economies of scale.

Another will make it easier for employers to offer retirement plans with lifetime income options through annuities.

The law prevents as many as 4 million people in private-sector pension plans from losing future benefits. It lets part-time and older workers and retirees to contribute more to their IRAs. It protects defined contribution plans at 1,400 religiously affiliated organizations. And it fixed inadvertent increases in the taxes Gold Star families pay on survivor benefits.

In passing SECURE, Members of Congress demonstrated bipartisan leadership aimed at the retirement savings gap. Our industry built momentum for more good public policy to help new generations of retirement savers.



Ask Congress to act ASAP before more than 27,000  
#Pennsylvania workers lose out on saving for retirement:

ACLI  
@ACLINews

Tell Congress to act now to help Gold Star families and  
retirement savers: [bit.ly/2Gifxag](http://bit.ly/2Gifxag)

# SECURE Act becomes law

President's Signature  
December 20, 2019

Passage of this legislation had been a goal of our industry for the past three Congresses. Each time, we saw the legislation within a few yards of the goal line.

This time forward-leaning, integrated strategies enhanced our effort to drive votes, getting the **SECURE Act** through. We pulled all the government relations, communications, and advocacy levers available to us. We turned up the heat at critical moments in time. We led strong coalitions in and outside of our industry. Sharp, consumer-oriented messages—across media platforms—made the case and kept the pressure on by drawing attention to the impact on everyday Americans.



Congress:  
**SECURE it** so

|  |   |
|--|---|
| <b>700,000</b><br>more small businesses<br>can save for retirement                 | <b>1,400</b><br>religious organizations can keep<br>offering their retirement plans |
| <b>4 million</b><br>pension holders don't<br>risk losing benefits                  | <b>18,000</b><br>Gold Star families<br>get tax relief                               |
| <b>500,000</b><br>volunteer first responders can<br>receive well-deserved benefits |   |

We're counting on you to help millions of Americans.  
**Pass the SECURE ACT.**

Retirement security for all  
Americans requires  
**BOLD  
SOLUTIONS.  
LET'S GET  
TO IT.**

America's life insurers support efforts in Congress  
to help more workers save for retirement.

ACLI  
American Council on Life Insurance

# 71-23

U.S. Senate Vote  
December 19, 2019

# 417-3

U.S. House Vote  
May 23, 2019





## Advancing Leadership on Paid Family and Medical Leave

Our industry helps families to grow and prosper by providing paid family and medical leave (PFML) options to employers and supporting private-sector solutions that expand access to paid family and medical leave for all Americans.





# 25%

of short-term disability insurance claims are related to pregnancy and maternity

Maternity is the #1 paid benefit

On average, women lose over

# \$300,000

in wages, Social Security benefits, and retirement benefits over a lifetime because they took time off work to provide care to a family member

# 40%

of women are now the main breadwinner in their families



## Helping People Care for Their Families

Our members currently empower employers to provide paid family and medical leave to their employees. As more lawmakers begin to understand our industry's role in insuring paid leave and our expertise in administering leave for employers, we can get to a place where more Americans benefit from paid leave options.

# 47%

**of full-time civilian workers can receive paid leave under their employer's short-term disability plans**

## Leading the Conversation

ACLI's newly formed GIEC PFML tax force is developing innovative policy proposals to enable the industry to offer more private industry PFML solutions.

ACLI has established a working group to examine the withholding and information reporting impacts of state PFML programs. We're making sure our members have the information necessary for proper compliance with any legislative or regulatory changes at the federal and state levels.

The White House Summit on Caregiving and Family Leave, held in December 2019, demonstrated the rising interest in this important issue. Whether it means taking care of aging parents or taking time to fully bond with a newborn or adopted child, it's important that employees are allowed time to fully embrace their role in their family in a financially viable way, just as they embrace their role in their company.

## Preserving the Short-term Disability Insurance Market

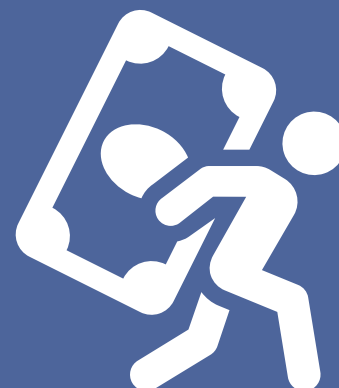
Overall, our efforts have helped preserve the highly effective short-term disability market in the 26 states that introduced relevant legislation in 2019. When state lawmakers in Oregon and Connecticut pushed for bills that excluded the private sector from offering PFML, we successfully advocated for inclusion of private sector options in new state programs in both states.

## On Capitol Hill

Several key members of Congress have taken up the cause of advancing paid family leave in a way that works for both employers and individuals. In one example, we have been working with the offices of both Senator Deb Fischer (R-NE) and Representative Jackie Walorski (R-IN) to identify incentives to encourage more employers to offer plans and more employees to participate, and to clarify the scope of short-term disability insurance benefits—to help expand access to paid leave options.

# \$12 billion

in long-term care insurance claims were paid in 2018. By 2050, 27 million Americans will need long-term care. Our industry is working with lawmakers and a U.S. Treasury-led federal interagency task force to identify reforms to federal laws, regulations, and policies that complement state regulatory reforms and make long-term care coverage more accessible. Created by Executive Order, the task force includes the Department of Labor, Centers for Medicare and Medicaid Services, the Department of Health and Human Services, the Office of Management and Budget, and the IRS.



Injuries not covered by major medical plans can devastate family finances. We work on the state and federal levels to make sure employers and individuals maintain access to supplemental benefits like dental, vision, critical illness, accidental injury, and hospital indemnity.





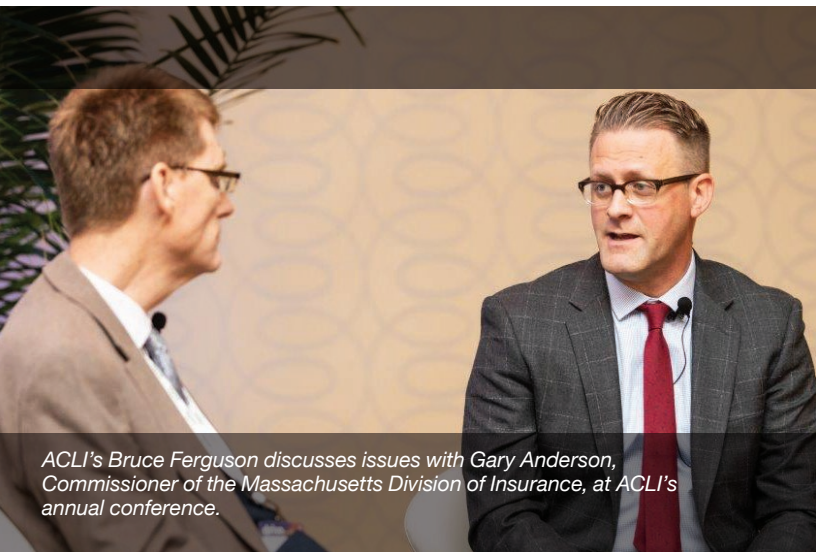
## Protecting Access to Industry Products

We are working together to protect our industry's interests—so we can continue to protect the interests of American consumers and American families.



### Supporting Sound Oversight

ACLI's Pat Reeder leads a discussion with Ray Farmer, Director for the South Carolina Department of Insurance, and David Altmaier, Florida Insurance Commissioner, at ACLI's legal and compliance conference.



ACLI's Bruce Ferguson discusses issues with Gary Anderson, Commissioner of the Massachusetts Division of Insurance, at ACLI's annual conference.



ACLI CEO Susan Neely moderated a discussion with members of “Team USA” on the role of insurance investments in the U.S. economy.

## Engaging TEAM USA

We keep the three key domestic regulatory agencies connected to our industry informed about our industry’s positions, progress and performance. And we encourage them to work together when advocating before Congress and international bodies.



**We support an International Insurance Capital Standard (ICS) that doesn’t interfere with industry competitiveness or limit the availability of long duration risk protection products in the United States, and that recognizes our state-based regulatory system.**

## A Win for the United States—and our Industry

Our engagement with Team USA—the NAIC, the Fed, and Treasury’s FIO—has never been more collaborative, as evidenced by our experience in 2019. We’ve worked diligently to engage on critical issues as they evolve—including the International Insurance Capital Standard (ICS) and the NAIC’s group capital calculation (GCC).

During an IAIS meeting in Abu Dhabi, Team USA negotiated an international agreement that was an important development for the United States and our industry. Importantly, it was broadly consistent with the principles we support—a state-based regulatory system. And it tells us that our voice is being heard.



## Dialogue with the NAIC

We continue to monitor the influence of the ICS on the NAIC’s group capital calculation. A key question will be how far regulators will expand their oversight into an insurer’s entire financial group. We will continue our significant engagement on this issue.

## Communicating with the Federal Reserve

As a result of the ICS Clarification Act of 2014, the Fed has the flexibility to apply insurance-based capital standards to our member companies. We provided recommendations as they issue proposed rulemaking on group capital requirements, and kept them informed of developments at the state and international level.

## Protecting the Integrity of Underwriting

Our industry's products allow people to pool together to manage their own risk. The process of risk classification groups applicants with others who share similar risk profiles, allowing for coverage at fair and affordable rates. It's a practice that is crucial to the underwriting process—and to keeping insurance accessible.

In 2019, bills affecting risk classification practices surfaced in 32 state legislatures. Some challenged a fundamental life insurance industry practice: the ability to review relevant information needed to determine applicants' risk profiles. This type of approach would result in less affordable coverage for all.

Through our advocacy efforts, bills in 13 states that would have jeopardized fundamental risk classification principles were amended at the request of ACLI so we could actually support their passage. ACLI blocked unfavorable legislation in 19 additional states. In Delaware and Florida, we stopped bills in the state legislature that would have prohibited life insurers and long-term care insurers from considering genetic information and the results of genetic tests in the underwriting process.

## Reinsuring Our Risk

The business of reinsurance allows life insurers to share risk with other insurers—thereby allowing companies to extend their services to more people in need of financial protection products. We worked with individual state insurance commissioners to develop model regulation that protects life insurers' ability to reinsure their risk. Moving forward, we'll work with the individual states on adopting the new regulation.

**Life insurance companies and applicants need to be on the same page.**



**Preserving a company's ability to accurately assess risk through sound actuarial principles is essential to the practice of underwriting and a system that's fair for all consumers.**

## Educating Policymakers

We've developed an integrated advocacy plan to better educate legislators and regulators in targeted states where there's a fundamental misunderstanding of how life insurance companies classify risk and, in turn, help individuals manage risk for themselves and their families.

**93%**

**of people qualify for life insurance coverage the first time they apply**



## Backing up Our Guarantees

- **Variable Annuities** Our multi-year effort to modernize new requirements governing variable annuities came to a conclusion in 2019 as the NAIC adopted a new framework that ensures consumers are paying the right amount for guarantees.
- **Principle-Based Reserves** In 2019, we laid the groundwork for our companies to comply with a shift to a Principle-Based Reserves approach for life insurance.
- **Guaranty Associations** Our work has led to successful adoption of guaranty association legislation in 14 states. This means 26 total states have now substantially incorporated revisions to the NAIC's Life and Health Insurance Guaranty Model Act.
- **The Business of the Business** We continue to advocate for the business interests of the industry through numerous activities. One example: ongoing work to protect the required capital for bond holdings against proposed adverse bond factors.
- **Advocacy in the Courts** In 2019, we filed amicus briefs on behalf of members covering a range of important issues including cost of insurance, guaranty fund coverage of LTC, and the application of lapse notice provisions. Not incidentally, we helped obtain wins on all three decisions handed down this year.

Working for the financial security of people around the world and seeking access to markets in China, India, and Indonesia—where there are limits on foreign ownership—and continuing in North America with the USMCA updates to NAFTA strengthens our industry in the U.S.

**95%**  
of life insurance  
industry assets  
are invested in the  
U.S. economy



In 2018, the life insurance death benefits paid by life insurers were enough to:

put almost  
**2 million**  
children  
through four years of  
college (\$1.96 million)

allow more than  
**394,000**  
surviving spouses  
to completely pay-off  
their mortgages

(Median Mortgage Debt: \$202,284)

## Stabilizing Tax Policy to Protect Families

A stable, predictable tax code allows us to do what we do best—make our financial protection products more affordable to millions of individuals and families for their financial safety net.

## We are highly regulated

State regulators mandate the reserves that must be maintained by insurance companies to ensure they can meet their future obligations to policyholders. Minimizing taxes on reserves ensures consumers have access to affordable guaranteed products.

## Our Message to Washington

### Federal Tax Proposals Pose Barriers to Guarantees for Consumers

A federal tax system that doesn't properly account for state-regulated reserves that prefund future benefits to consumers ends up hurting consumers with higher prices and less access to guarantees.

As the IRS and Treasury Department issue guidance on the Tax Cuts and Jobs Act of 2017 (TCJA), we're working to ensure the regulations keep within the scope of the new law and do not hamper insurers' ability to help as many families as possible be confident about their financial futures. We are sending a clear message on Capitol Hill and are working with member companies to develop recommendations for changes to the tax law.

We're launching a robust and strategic educational campaign to educate policymakers on what we know and understand—that our long-term guarantees make us unique and ensure consumer protection now and in the future.

# Life Insurers Make Lifetime Guarantees

Our industry's products have guarantees that can last a lifetime.

## Keeping State Taxes Stable

As states grapple with their budgets, consumers shouldn't have to pay the price. We've made it clear that any proposed tax on industry products ultimately boosts the financial insecurity of state residents.

- Maintained tax stability for our products in Kentucky, Nevada, and Oregon by combatting measures to increase or alter the way our products are taxed.
- Ensured that the premium tax offset for guaranty fund assessments was preserved in the 27 states enacting the latest amendments mandated by the NAIC.
- Repealed the annuity tax in West Virginia. After years of advocacy, state lawmakers realized that a premium tax on the gross amount received from annuities only deters residents seeking to protect their futures with guaranteed lifetime income.



## Fighting For a Stable Corporate Tax Rate

The market availability of long-term guarantees on our products depends on a stable corporate tax rate—not one that can be raised on a whim as Congress looks for ways to pay for more spending. Higher taxes can disproportionately prevent consumers in the low- and middle-income ranges from achieving adequate levels of financial protection or retirement savings. A lower corporate rate alone could help close the “coverage gap” by making critical products and services more affordable and accessible.



# Security for Every Scenario of Life

No other industry is there for people at every stage of life like the life insurance industry.

## SUPPLEMENTAL BENEFITS

fill gaps and cover dental and vision, what health plans don't.

In 2018, the life insurance industry paid out

**\$2.1 billion**  
every day

In 2018, Social Security paid out

**\$2.7 billion**  
every day



## **LONG-TERM CARE AND DISABILITY INCOME INSURANCE**

is a saving grace when work is no longer possible.

## **LIFE INSURANCE**

safeguards families, helping them take care of children, keep homes, and pay for college when a parent is lost.

## **RETIREMENT SAVINGS AND RETIREMENT INCOME**

concerns are real; people are living longer and pensions are less common. Life insurers offer guaranteed income for life through annuities.

## **PAID FAMILY AND MEDICAL LEAVE**

allows parents time to bond with new babies.



# Spreading the Industry Story

We're bringing our industry together—to share ideas and information, to educate, energize and connect.

## Raising Our Voice

# IMPACT

We created a digital platform, and named it IMPACT, to deliver news and views that focus on trends and topics impacting Americans' financial security. Numerous posts each week take on timely topics with incisive commentary relevant to the work of policymakers and influencers.

Subscribe at [impact.acli.com](https://impact.acli.com) or text "ACLI" to 66866.

## Racing Toward a Better Future

We were proud to begin a partnership with Junior Achievement (JA) in 2019. JA's financial literacy and other youth programs reach nearly 4.9 million students across 50 states each year. Their mission dovetails with our commitment to providing financial security to American families and investing in our local communities.

We supported JA through our sponsorship of the Capital Challenge road race, where teams from every branch of the government and the media compete each spring in Washington, DC. The race provides us with an elevated platform to advance important causes—such as the need for financial literacy at all stages of life.

We took JA students to Capitol Hill to visit with members of Congress to discuss the importance of financial literacy.

In the fall, ACLI employees volunteered their time at several JA Finance Parks, an educational program designed to prepare middle-school students for life and work in the real world.







ACLI President & CEO Susan Neely talks about the important work ACLI and NAIFA do in serving and protecting Main Street Americans. ▲



Voya CEO Rod Martin and ACLI CEO Susan Neely with Representative Earl Blumenauer (D-OR) and three-time Olympian Deena Kastor, the official race starter and celebrity runner at the 2019 ACLI Capital Challenge. ▲



Susan Neely joins Wayne Chopus, President and CEO of IRI and David Levenson, President and CEO of LIMRA for a panel discussion on navigating through disruption. ▼



ACLI CEO Susan Neely and AALU CEO Marc Cadin ▲



ACLI CEOs lead a panel discussion on diversity and inclusion efforts in their companies. ▲



The ACLI Chair's gavel is exchanged, passing leadership from JoAnn Martin of Ameritas to Dan Houston of Principal Financial. ▲

## Convening Conversations

Every year, our industry events bring together thought leaders and professionals to offer insights into critical industry issues and emerging trends, and opportunities to network while earning CLE and CPE credits.

ACLI Annual Conference is the premier meeting for the life insurance industry and financial service companies and supporters bringing together 450 senior-level executives from more than 200 companies.



ACLI salutes Life Happens scholarship winner Jes Skellie for his powerful story of resilience after losing his father at age 15. ▲





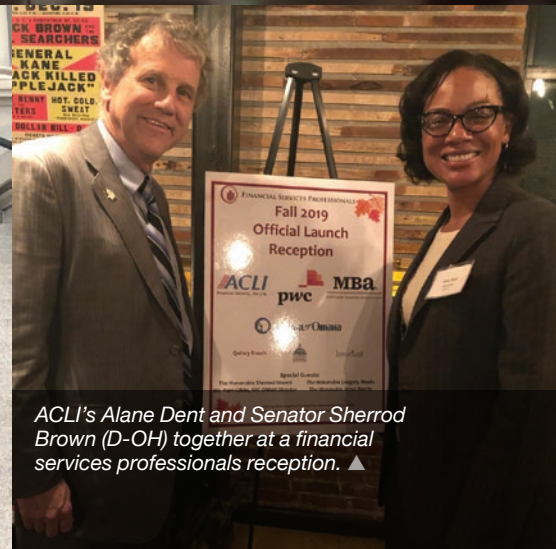
Voya CEO Rod Martin, Unum CEO Richard McKenney, and ACLI leaders meet with Senate HELP Committee Chairman Lamar Alexander (R-TN) to discuss the different ways our industry helps American families achieve financial security. ▲



ACLI CEO Susan Neely discusses the SECURE Act and other initiatives for retirement security with Senate Finance Committee Chairman Chuck Grassley (R-IA). ▲



Life insurance industry leaders meet with White House senior officials to discuss U.S. economic growth, trade, cyber security, and infrastructure development. ▲▼

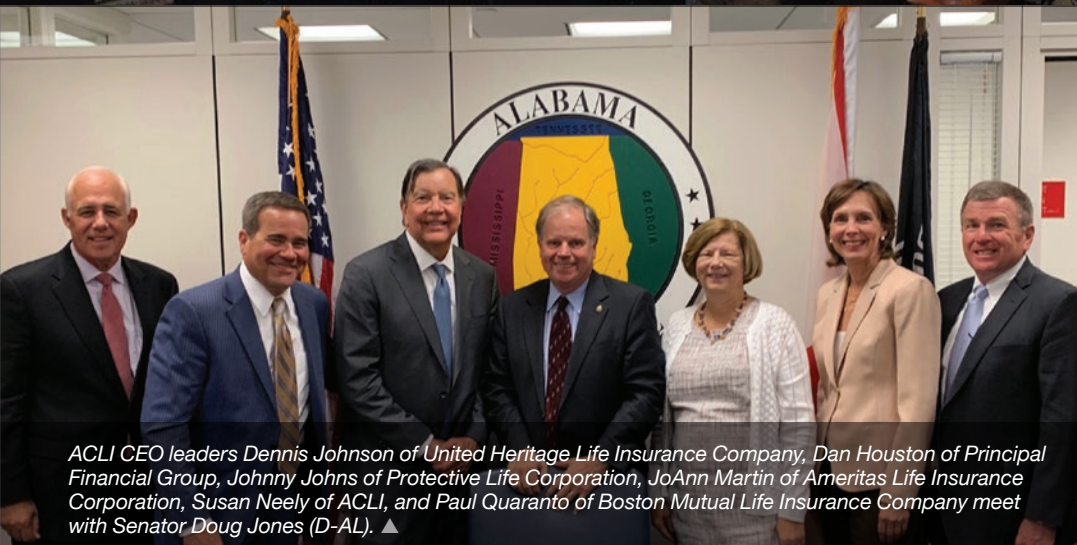


ACLI's Alane Dent and Senator Sherrod Brown (D-OH) together at a financial services professionals reception. ▲





Leaders on ACLI's Group Insurance Executive Council (GIEC)—Jonathan Bennett of The Hartford, Dan McMillan of Standard Insurance Company, Dan Fishbein of SunLife Financial, Amy Friedrich of Principal Financial, and Chris Fazzini of Reliance Standard—discuss the important role the private sector plays in providing paid medical leave benefits for workers with Representative Jimmy Gomez (D-CA). ▲



ACLI CEO leaders Dennis Johnson of United Heritage Life Insurance Company, Dan Houston of Principal Financial Group, Johnny Johns of Protective Life Corporation, JoAnn Martin of Ameritas Life Insurance Corporation, Susan Neely of ACLI, and Paul Quaranto of Boston Mutual Life Insurance Company meet with Senator Doug Jones (D-AL). ▲



Massachusetts Governor Charlie Baker addresses the life insurance industry at the ACLI Annual Conference. ▲



United Heritage Life Insurance Company CEO Dennis Johnson meets with Senator Jon Tester (D-MT). ▲

## 2020 ACLI Events

### Medical Section Annual Meeting

February 22–25

### Women & Diversity: Expanding Opportunity in Insurance

February 27–28

### ReFocus

March 1–4

### Financial & Investment Roundtable (FIR)

March 22–25

### Life Insurance Conference

April 20–22

### Forum 500 CEO Leadership Retreat

May 3–5

### CEO Capitol Forum

June 17–18

### Compliance & Legal Sections Annual Meeting

July 13–15

### ACLI Annual Conference

October 11–13

### Senior Investment Managers Seminar (SIMS)

November 8–11

**More Information:**  
[www.acli.com/events](http://www.acli.com/events)

## Strength in Numbers

Our partnerships inside and outside the industry are ever evolving as we find new ways to better align and coordinate our efforts, showing strength in numbers.



Insured Retirement Institute



U.S. CHAMBER OF COMMERCE





# Board of Directors

## Chair



**Daniel J. Houston**  
Chairman, President & CEO  
Principal Financial Group

## Chair-elect



**Theodore Mathas**  
Chairman & CEO  
New York Life

## Chair-elect Designate



**J. Scott Davison**,  
Chairman, President & CEO  
OneAmerica Financial Partners, Inc.

## Immediate Past Chair



**JoAnn Martin**,  
CEO  
Ameritas



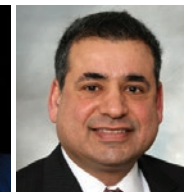
**John Barrett**  
Chairman, President & CEO  
Western & Southern Financial



**Gary Bhojwani**  
CEO  
CNO Financial



**John Carter**  
President & COO  
Nationwide Financial



**Esfand Dinshaw**  
Chairman & CEO  
Sammons Financial Group



**Michael Falcon**  
CEO  
Jackson National Life Insurance Company



**Roger Ferguson**  
President & CEO  
TIAA



**Mary Jane Fortin**  
President  
Allstate Life



**Dennis R. Glass**  
President & CEO  
Lincoln Financial Group



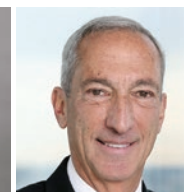
**Marianne Harrison**  
President & CEO  
John Hancock Life Insurance Company (U.S.A.)



**Mark Haydukovich**  
Chairman, President & CEO  
Oxford Life Insurance Company



**James E. Hohmann**  
Chairman & CEO  
Fidelity Life



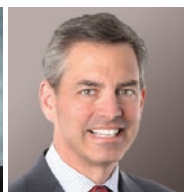
**Thomas Leonardi**  
Vice Chairman  
AIG Life Holdings, Inc.



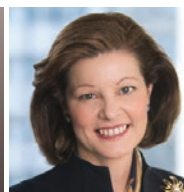
**Margaret Meister**  
President & CEO  
Symetra Financial LIC



**Joseph Monk**  
SVP, Financial Services,  
President & CEO,  
SFFSB  
State Farm Insurance Companies



**James T. Morris**  
Chairman, President & CEO  
Pacific Life Insurance Company



**Deanna Mulligan**  
CEO  
Guardian



**Paul Quaranto**  
Chairman, CEO & President  
Boston Mutual Life Insurance Company



**Teresa J. Rasmussen**  
President & CEO  
Thrivent Financial



**Peter Schaefer**  
CEO  
Hannover Re



**John Schlifske**  
Chairman, President & CEO  
The Northwestern Mutual Life Insurance Company



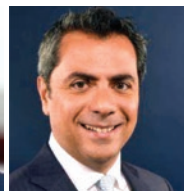
**Neil Sprackling**  
President,  
U.S. Business  
Swiss Re America Holding Corporation



**Eric Steigerwalt**  
CEO  
Brighthouse Financial



**Andrew Sullivan**  
Executive Vice President & Head of U.S. Businesses,  
Prudential Financial



**Ramy Tadros**  
President,  
U.S. Business  
MetLife



**William Wheeler**  
President  
Athene



**Walter White**  
President & CEO  
Allianz Life Insurance Company of North America



**John Woerner**  
President, Insurance & Annuities,  
Chief Strategy Officer  
Ameriprise Financial, Inc.

## ACLI Leadership

### **Susan K. Neely**

President & Chief Executive Officer

### **David C. Turner**

Executive Vice President  
& Corporate Secretary

### **Joyce Y. Meyer**

Executive Vice President, Government  
Relations

### **Alane R. Dent**

Senior Vice President, Federal Relations

### **J. Bruce Ferguson**

Senior Vice President, State Relations

### **Paul S. Graham**

Senior Vice President, Policy Development

### **Jill Kozeny**

Senior Vice President, Communications  
& Public Affairs

### **Nancy Moon**

Senior Vice President, Member Relations  
& Deputy Corporate Secretary

### **Regina Y. Rose**

Senior Vice President, Taxes  
& Retirement Security

### **Julie A. Spiezio**

Senior Vice President & General Counsel

### **Don Walker**

Senior Vice President, Administration  
& Chief Financial Officer

## Member Companies

5 Star Life Insurance Company

AAA Life Insurance Company

Ability Insurance Company

AlG Life and Retirement

Alfa Life Insurance Corporation

Allianz

Allstate

Amalgamated Life Insurance Company

American Enterprise

American Equity Investment Life  
Insurance Company

Aflac

American Family Life Insurance Company

American Fidelity Assurance Company

Great American Insurance Group

American Health and Life Insurance  
Company

American Home Life Insurance Company

American Life & Accident Insurance  
Company of Kentucky

American National

American-Amicable Life Insurance  
Company of Texas

Americo Life Group

Ameritas Life Insurance Corporation

Amica Life Insurance Company

Assurity Life Insurance Company

Athene USA

AXA Financial

Baltimore Life Insurance Company

Bankers Fidelity Life Insurance Company

Boston Mutual Life Insurance Company

Brighthouse Financial

Catholic Order of Foresters

Central Security Life Insurance Company

Central States Health & Life Company  
of Omaha

Centurion Life Insurance Company

CICA Life Insurance Company of America

The Cincinnati Life Insurance Company

Clear Spring Life Insurance Company

CNO Financial

Columbian Mutual Life Insurance Company

Combined Insurance

Companion Life Insurance Company

Continental General Insurance Company

Continental Life Insurance Company  
of Brentwood, Tennessee

Country Companies

CUNA Mutual Group

Dearborn Life Insurance Company

Delaware Life Insurance Company

EMC National Life Insurance Company

Equitable Life & Casualty Insurance  
Company

EquiTrust Life Insurance Company

ERC

Erie Family Life Insurance Company

Farm Bureau Financial Services

Farm Bureau Life Insurance Company of  
Michigan

Federal Life Insurance Company

Federated Life Insurance Company

Fidelity & Guaranty Life Insurance Company

Fidelity Investments

Fidelity Life Association, A Legal Reserve Life  
Insurance Company

Fidelity Security Life Insurance Company

Foresters Financial  
GBU Financial Life  
General Re Life Corporation  
Genworth Financial  
Gleaner Life Insurance Society  
Global Atlantic Financial Group  
Global Bankers Insurance Group  
Government Personnel Mutual Life Insurance Company  
Guarantee Trust Life Insurance Company  
Guaranty Income Life Insurance Company  
Guardian  
Hannover Life Reassurance Company of America  
Hartford Life and Accident Insurance Company  
Heritage Life Insurance Company  
Homesteaders Life Company  
Horace Mann Life Insurance Company  
Humana Insurance Company of Kentucky  
Illinois Mutual Life Insurance Company  
Jackson National Life Insurance Company  
Kansas City Knights of Columbus  
Landmark Life Insurance Company  
Legal & General  
Liberty Bankers Life Insurance Company  
Life of the South Insurance Company  
LifeCare Assurance Company  
LifeSecure Insurance Company  
LifeShield National Insurance Company  
Lincoln Benefit Life Company  
Lincoln Financial Group  
Lincoln Heritage Life Insurance Company  
Lombard International Life Assurance Company  
London Life Reinsurance  
Loyal Christian Benefit Association  
M Life Insurance Company  
Madison National Life Insurance Company, Inc.  
Manulife Financial  
MassMutual

MetLife  
Minnesota Life Insurance Company  
Modern Woodmen of America  
Motorists Life Insurance Company  
Munich American Reassurance Company  
Mutual of America Life Insurance Company  
Mutual of Omaha  
Nassau Re  
National Farm Life Insurance Company  
National Guardian Life Insurance Company  
National Life  
National Teachers Associates Life Insurance Company  
National Western Life Insurance Company  
Nationwide  
New Era Life Insurance Company  
New York Life  
Northwestern Mutual  
Ohio National  
OneAmerica Financial  
Optimum Re Insurance Company  
Oxford Life Insurance Company  
National Western Life Group  
Pacific Guardian Life Insurance Company Ltd.  
Pacific Life  
Pan-American Life Insurance Group  
PartnerRe Life Reinsurance Company of America  
Pekin Life Insurance Company  
Penn Mutual Life Insurance Company  
Physicians Life Insurance Company  
Primerica  
Principal Financial Group  
Protective Life Corporation  
Prudential Financial  
Reliance Standard  
RGA Reinsurance Company  
RiverSource Life Insurance Company  
Royal Neighbors of America  
Sagikor Life Insurance Company  
Sammons Financial

Savings Bank Mutual Life Insurance Company of Massachusetts  
SBLI USA Life Insurance Company, Inc.  
SCOR Group  
Security Benefit Life Insurance Company  
Security Mutual Life Insurance Company of New York  
Security National Life Insurance Company  
Selected Funeral & Life Insurance Company  
Senior Life Insurance Company  
Sentry Life Insurance Company  
Shelter Life Insurance Company  
Southern Farm Bureau Life Insurance Company  
Standard Insurance Company  
State Farm  
State Mutual Insurance Company  
Sun Life Financial  
Swiss Re  
Symetra Life Insurance Company  
Talcott Resolution  
Thrivent  
TIAA  
Globe Life  
Transamerica Companies  
Trustmark Insurance Company  
United Heritage Life Insurance Company  
United Home Life Insurance Company  
United Insurance Company of America  
UTG, Inc.  
Unum  
USAA Life Insurance Company  
USABLE Life Insurance Company  
Voya Financial  
Venerable  
Western and Southern  
Western United Life Assurance Company  
Wilton Re  
Woman's Life Insurance Society  
Woodmen of the World Life Insurance Society



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