



# NEWS RELEASE

NAFCU Services Corporation | 3138 10th Street North, Arlington, VA 22201

**Contact:** David Frankil  
703-842-2226  
[dfrankil@nafcu.org](mailto:dfrankil@nafcu.org)

John Gibbons  
651-665-1494  
[john.gibbons@securian.com](mailto:john.gibbons@securian.com)

**FOR IMMEDIATE RELEASE**  
**July 13, 2009**

## **SECURIAN FINANCIAL GROUP AND NAFCU SERVICES UNVEIL NEW PODCASTS ON PAYMENT ASSURANCE AND 'RELIEF PACKAGE' SOLUTIONS FOR CREDIT UNIONS**

WASHINGTON — NAFCU Services Corporation ([www.nafcu.org/nafcuservices](http://www.nafcu.org/nafcuservices)) and Securian Financial Group, Inc., NAFCU Services' preferred partner in providing credit insurance and debt protection solutions to credit unions, recently released two free podcasts explaining new solution sets that enable credit unions to address current needs of members and generate income opportunities. Each podcast features an interview with John Gibbons, national sales director for Securian Financial Group, as he explains the Securian Relief Package and Payment Assurance offerings.

The free podcasts are available online at [www.nafcu.org/securian](http://www.nafcu.org/securian).

In one podcast, "Meeting Member Needs With Income-Generating Solutions," Gibbons explains how the Securian Relief Package is designed to help credit unions thrive in this challenging economy by boosting fee income and minimizing 2009 expenses.

"We understand what financial institutions face in this economic environment," said Gibbons. "Securian is drawing on its financial strength to provide assistance and reinforce our long-standing commitment to this market."

In the second podcast, "Payment Assurance: The Win-Win Solution for Credit Unions," Gibbons details how, in the event of involuntary unemployment, the Securian Payment Assurance solution cancels or suspends a borrower's loan payment for up to six months per occurrence. This allows credit unions to cover all or select loan portfolios at no charge to the borrower.

"Uncertain times require new approaches and outside-the-box thinking for credit unions," comments David Frankil, president of NAFCU Services Corporation. "The Securian Payment



# ***NEWS RELEASE***

NAFCU Services Corporation | 3138 10th Street North, Arlington, VA 22201

Assurance solution not only reduces overall loan delinquency for the credit union, but also offers credit union members a generous safety net should they find themselves in a troubling spot. Solutions like these are key, especially now, to solidify credit union member loyalty.”

John Gibbons will be speaking more about credit union loan protection products at NAFCU’s 42nd Annual Conference & Exhibition in National Harbor, Maryland on July 21-25. Find more information at [www.nafcu-annual.org](http://www.nafcu-annual.org). The conference is open to both NAFCU member and non-member credit unions.

## **About Securian Financial Group, Inc.**

Securian Financial Group, Inc. ([www.securian.com](http://www.securian.com)) was founded in 1880 and has served financial institutions for over 50 years as a provider of insurance, debt protection, loan documents and marketing services. Securian and its affiliates serve more than 4,000 financial institutions across the United States. It has been a NAFCU Services Preferred Partner since 2005.

## **About NAFCU Services Corporation**

NAFCU Services Corporation is a wholly owned subsidiary of the National Association of Federal Credit Unions (NAFCU). Since 1975, NAFCU Services has partnered with the industry’s leading solutions providers to offer value-added products and services at a discount to credit unions. Currently, it offers 27 Preferred Partner programs to the credit union community. For more information about NAFCU Services Corporation, please visit [www.nafcu.org/nafcuservices](http://www.nafcu.org/nafcuservices).

###

To learn more about NAFCU Services, please visit our website at: [www.nafcu.org/nafcuservices](http://www.nafcu.org/nafcuservices)

Listen to our podcasts at: <http://nafcuservices.podbean.com>