



NAFCU SERVICES CORPORATION



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SECURIAN AND NAFCU SERVICES OFFER FREE WEBCAST ON DEBT PROTECTION

WASHINGTON — Securian Financial Group, Inc. and NAFCU Services Corporation recently released a free educational webcast to NAFCU members and the greater credit union community on the benefits of debt protection. The 11-minute online video also suggests best practices for transitioning from credit insurance to debt protection and spotlights the benefits experienced by Members 1st Federal Credit Union during its recent transition.

The webcast and handouts are located at www.nafcu.org/securian.

“The flexibility of debt protection gives a credit union more options,” said John Gibbons, a national sales consultant at Securian and the webcast’s expert. “Whether it wants to replace its credit insurance program or supplement it in order to offer coverage outside of consumer lending, debt protection provides both a valuable service to members and a profitable revenue stream to the credit union.”

Benefits of the offering include better price points, more protected events, home equity loan options and less regulatory hassles. Because debt protection is considered a non-insurance lending product, it escapes certain regulatory burdens that credit insurance faces. It also allows the credit union to set its own compensation percentage and pricing.

“There is only one reason to move away from a successful, healthy credit insurance program,” said David Frankil, president of NAFCU Services Corp. “And that is if there is an even better solution. While the return on investment may initially seem to be longer, the greater potential upside makes it attractive to credit unions.”

Securian Financial Group, Inc. (www.securian.com) was founded in 1880 and has served financial institutions for over 50 years as one of the nation's largest providers of credit life and disability insurance, debt protection, and other products and services. Securian and its affiliates, Allied Solutions (www.alliedsolutions.net) and CNL Financial



NAFCU SERVICES CORPORATION



(www.cnlf.com), serve more than 3,600 financial institutions across the United States. It has been a NAFCU Services Preferred Partner since 2005.

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.

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