

PRESS RELEASE



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William D. Smith of Capitol Financial Solutions Completes NAIFA's Leadership In Life Institute Class

Raleigh, NC (July 20, 2010) – Will Smith, and Investment Advisor Representative at Capitol Financial Solutions in Raleigh, NC, recently graduated from the National Association of Insurance and Financial Advisors' (NAIFA) Leadership in Life Institute (LILI) class. LILI develops leaders by fostering personal growth, enhancing business practices and developing skills necessary for effective leadership. The six month course and curriculum includes creating a business plan, exploring tools to improve practice management and techniques to enhance interpersonal relationships. The Course Offers:

- The best in leadership and personal development thinking
- Tools to improve your practice and create a business plan
- Increased understanding of self and improved interpersonal relationships
- Techniques to achieve work-life balance
- Expanded professional network
- Continued opportunities for growth through LILI alumni programs
- Leadership opportunities in your local or state association

“Going through such a remarkable course has done many things for me that will impact my life forever,” Smith said. “From writing my personal eulogy to focusing on the true aspects of being a leader, I’ve been very fortunate to have attended such a life-changing course.”

Smith has been involved with NAIFA for over eight years, previously serving on the Board of Directors and currently as President for 2010-2011. For more information about Will, please visit www.williamdsmith.com or contact him at wsmith@capfs.com.

About LILI

2009 marked a milestone for the Leadership in Life Institute (LILI), NAIFA's signature leadership development course. In 2000, the first classes were held in Texas and California. LILI has since grown to include 45 states and more than 1700 alumni. Its success is visible in the leadership ranks of NAIFA as graduates fulfill their service commitment and help LILI meet its mission of developing high-quality leaders for the entire federation. In the 10 years since the first class was held, 235 institutes have been completed and more than 1700 students have successfully joined LILI alumni ranks.

About NAIFA

NAIFA comprises more than 700 state and local associations representing the interests of approximately 200,000 agents and their associates nationwide. NAIFA members focus their practices on one or more of the following: life insurance and annuities, health insurance and employee benefits, multiline, and financial advising and investments. The Association's mission is to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of its members.

About Capitol Financial Solutions

Capitol Financial Solutions (CFS), a member of John Hancock Financial Network, is dedicated to assisting families, businesses and professionals in the accumulation and protection of wealth. CFS aids in the preservation of clients' lifestyles, assets, and loved ones by identifying the unique goals and challenges of each individual. Main offices are located in Raleigh, North Carolina, Roanoke and Richmond, Virginia.

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