



••• Decoding D.C.

Essential policy and politics for the profession

By AALU



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August 9, 2019

Ambassadors in Action:



AALU Ambassador Matt Vahue (Guardian) hosted a backyard BBQ with Rep. Tom Reed (R-NY) on July 31st in Rochester, NY. Matt has developed a great relationship with the Congressman, a key member of the Ways and Means Committee, who knows the value of the product intimately from having lost his father at a young age.

Stand out at your Local Town Hall Events

With lawmakers in their home states this month, there are a lot of opportunities to engage with your representatives face-to-face. Attending a town hall is a great way to start a conversation. With a little preparation, you can make a lasting impression and show your lawmakers that AALU members are engaged locally.

[Tips for a successful experience at a town hall >>](#)

AALU Members Meet with Representatives Ahead of August



Each year, AALU members and Ambassadors meet with their representatives to educate lawmakers about their profession, share their stories, and develop trusted, lasting relationships in Congress.

While a large portion of summer meetings take place while Members of Congress are back home during August, many AALU members have taken the initiative to get ahead of pace this year by meeting with representatives in June and July.

So far, over 40 meetings have taken place between our members and their lawmakers, with many more scheduled in the coming weeks. Hats off to these dedicated AALU members for offering their time and resources to push the profession forward!

If you're interested in meeting with your representative this August, reach out to [Josh Caron](#)!

In Case You Missed It:

AALU and GAMA International announced they will [create a new organization](#) representing the financial security profession. This organization will be the first of its kind in the industry, representing all distribution channels and bringing together the strengths of AALU's advocacy and GAMA's leadership and professional development.

WR Newswire: New York's New "Best Interest" Regulation 187 Applies to Annuity Transactions on August 1—Are Producers Ready? Here's What You Need to Know.

[Read here >>](#)

WR Marketplace: Watch Your Step: Fiduciary Pitfalls for Trustees of Irrevocable Life Insurance Trusts. Trustees must be mindful of their fiduciary duties to beneficiaries of trusts and should adopt procedures evidencing prudent administration to reduce their exposure.

[Read here >>](#)

AALU Tele-Town Hall: Last month, AALU Ambassadors had an exclusive Tele-Town Hall meeting with Chris Morton, EVP of Government Affairs, and Armstrong Robinson, VP of Legislative Affairs, to discuss the latest from Capitol Hill in preparation for August in-district meetings between AALU members and Members of Congress. Want to find out more or get involved? Reach out to [Josh Caron](#).

Representative Kenny Marchant (R-TX) has announced that he will not seek re-election, making him the 7th Republican to announce retirement in the past two weeks. Rep. Marchant is the 5th Republican to announce retirement from the state of Texas in

this election cycle. With Democrats eyeing Texas as a 2020 battleground, this district will be one to watch.

Upcoming Events

TRANSFORM 2020 | April 26-28, 2020 | Marriott Marquis | Washington, D.C. | [Register Today](#)

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