



For Immediate Release – September 22, 2004

Genworth Financial's Broker/Dealer First to License NAVA/InFRE Retirement Income Course

*A retirement income product innovator and thought leader, Genworth
continues to drive industry awareness*

Reston, VA, September 22, 2004 – The National Association for Variable Annuities (NAVA) and The International Foundation for Retirement Education (InFRE) today announced Genworth Financial (Genworth) has become the first company in the insurance industry to license the *Strategies for Managing Retirement Income* course. The course is being offered to the 2,200 representatives of Genworth Financial's broker/dealer, Terra Securities Corp., through a series of training sessions around the United States.

As a recognized leader in the retirement income arena, participation in this program is an important part of Genworth's long-term strategy to grow awareness and education for retirement income planning products, concepts and strategies among financial professionals. According to Howard Kite, senior vice president of Terra Securities, the reception has been strong. Kite, who worked with NAVA and InFRE to modify the program specifically for Terra's 2,200 representatives, said: "It is an exciting process to watch. Through our workshops, representatives are realizing that creating income for retirement has become an imperative and are embracing the opportunity to educate themselves to benefit their clients. We would encourage other companies to also take a serious look at this new course offering."

The courses in managing retirement income were created by NAVA and InFRE to bring expert knowledge and sound planning techniques to financial service professionals who want to develop a mastery of the income management segment in the retirement market. The course was developed to help planners prepare their clients, as they enter retirement, to transition their savings into retirement income they cannot outlive. The course presents a six-step comprehensive process to optimize income, recognize and manage risks, identify total assets, guard against running out of money, and tailor an income management plan to individual clients.

NAVA and InFRE developed the managing retirement income courses because they saw an increasing need for retirement income solutions and found there was a lack of training available for financial planners to help them advise clients about understanding the risks associated with converting assets into a dependable, lifetime income stream. Insurance and other professional continuing education credit will be available for the full and half-day workshop, self-study, and CD-ROM versions of the course. A practical case study, employer and consumer versions are also available for licensing.

Genworth Licenses Retirement Income Course

Genworth Financial (NYSE: GNW) is a leading insurance holding company, serving the lifestyle protection, retirement income, investment and mortgage needs of more than 15 million customers, with operations in 20 countries, including the U.S., Canada, Australia, the U.K. and more than a dozen other European countries. For more information, visit <http://www.genworth.com>.

NAVA is a non-profit trade association located in suburban Washington D.C. NAVA provides a variety of services to the industry including educational forums, research and conferences aimed at furthering the development and understanding of fixed and variable annuities, income annuities and variable life insurance. NAVA also maintains and supports an educational website for consumers at <http://www.RetireOnYourTerms.com>.

The International Foundation for Retirement Education (InFRE) is an independent, non-profit organization leading retirement education for professionals. InFRE sets the standard for retirement-focused designations – Certified Retirement Counselor (CRC) and Certified Retirement Administrator (CRA) – for professionals that service the employer retirement market. These designations ensure that employees are getting assistance from individuals with a certification of competency, skill and experience to most effectively help employees plan for their retirement goals. For more information and to sign up for InFRE's free quarterly newsletter, *Sharing Ideas for Retirement Education and Administration*, visit www.infre.org.

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