



ANNUAL REPORT 2017



Solutions for Your Financial Future

AAFMAA Board of Directors

Executive Committee



Dennis J. Reimer
*GEN, USA, Retired
Chairman of the Board**



Joseph E. DeFrancisco
*LTG, USA, Retired
Vice Chairman of the
Board**



John A. Dubia
*LTG, USA, Retired
Chairman, Membership
Committee*



William M. Matz, Jr.
*MG, USA, Retired
Chairman, Finance
Committee*



Walter R. Lincoln, CFP
*MAJ, USA, Retired
President and Treasurer**

*Ex-officio member of all committees

Finance Committee



William M. Matz, Jr.
*MG, USA, Retired
Chairman, Finance
Committee*



Dennis D. Porter
*COL, USA, Retired
Vice Chairman, Finance
Committee*



John T. Ridge
CMSgt, USAF, Retired



Mack C. Hill
*BG, USA, Retired
Chairman, Audit
Sub-Committee*

Membership Committee



John A. Dubia
*LTG, USA, Retired
Chairman, Membership
Committee*



Janice M. Hamby
*RADM, USN, Retired
Vice Chair, Membership
Committee*



George L. Horvath, III
CSM, USA, Retired



Lewis E. Monroe, III
CMSgt, USAF, Retired



William J. Lennox, Jr.
LTG, USA, Retired



**Wilson A. (Bud)
Shatzer, Jr.**
COL, USA, Retired



Jonathan D. George
BG, USAF, Retired



Robin H. Boudiette, Jr.
CW3, USA, Retired

Senior Management

Walter R. Lincoln, CFP
President and Treasurer, AAFMAA

Tiana Fallavollita
Assistant to the President, AAFMAA

Michael J. Meese, Ph.D., FLMI
*Executive Vice President and Secretary,
AAFMAA*

Carlos Perez, FLMI
*Chief Operating Officer and
Assistant Secretary, AAFMAA*

Kevin A. Kincaid
Chief Marketing Officer, AAFMAA

Charlene Wilde
Assistant Secretary, AAFMAA

Charles B. Betancourt, CCIM
*Chief Operating Officer,
AAFMAA Property LLC*

Richard J. Convy, CPA, CFA
*President, AAFMAA Wealth
Management & Trust LLC*

James M. Malley, CPA
President, AAFMAA Mortgage Services LLC

OUR MISSION

*To be the
premier provider
of insurance,
financial and
survivor services
to the American
Armed Forces
Community.*

CONTACT US:

www.aafmaa.com

1-800-522-5221

102 Sheridan Ave
Fort Myer, VA 22211

1850 Old Reston Ave
Reston, VA 20190

639 Executive Place,
Ste 200
Fayetteville, NC 28305

Message from the Chairman

Dear Fellow Members,

LAST JUNE LTG DON BABERS RETIRED after serving 25 years in leadership positions on the Board. In fact, Don is AAFMAA's longest serving director and longest serving Chairman of the Board. I am incredibly honored and humbled to have been elected to serve as your Board Chairman. As you know, your elected directors serve without compensation. As a pure non-profit, Member-owned mutual aid Association, our focus remains laser sharp on you...AAFMAA Members, and your survivors.

I am proud to report that during 2017, AAFMAA helped over 16,000 survivors obtain 100% of the benefits to which they were entitled. Our Members earned these benefits through military service. You can count on our outstanding support team to be there whenever you need them. We will strive to continue to improve the WAY we help as technology evolves, but we'll never change WHY we help – your needs will continue to drive our actions. We serve ONLY the military; Membership is earned by serving our country. Your dedicated staff understands that: 42% of them have served in the military or have a spouse who has served.

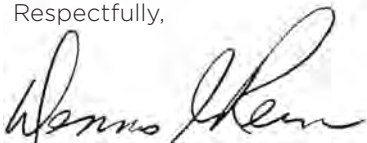
During my tenure as Chairman we'll continue to focus on our Strategic Plan, "AAFMAA 2020". This bold initiative provides SOLUTIONS FOR YOUR FINANCIAL FUTURE. Having joined the Association in 1969, I've taken

advantage of the assistance by securing VA benefits, life insurance for me, life insurance for my grandchildren, and recently wealth management & trust services. I am very much indebted to AAFMAA for helping me and my family meet our changing financial needs over time and promise to continue to do my part to help all of you to enjoy the same opportunities. AAFMAA's strength stands upon an incredibly solid financial foundation that allowed the Board to declare a 5.75% Crediting Rate for 2018. Please

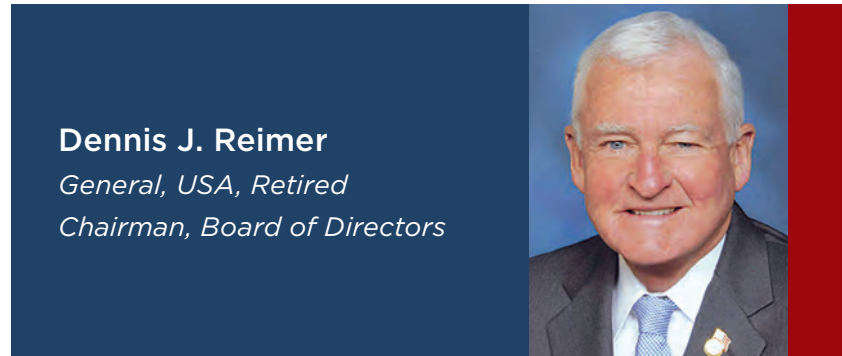
review the following pages where Walt Lincoln, our President and Treasurer, provides more details about our finances.

As a Member you can relax, breathe easy and know that AAFMAA will always be there for you...

Respectfully,



Dennis J. Reimer, GEN, USA Ret.
Chairman, Board of Directors



Dennis J. Reimer

General, USA, Retired

Chairman, Board of Directors

5.75%

**CREDITING
RATE**

16,117

SURVIVORS HELPED

42%

**MILITARY-RELATED
EMPLOYEES**

Message from the President and Treasurer

Dear Fellow Members,

AAFMAA HAS PROSPERED FOR 139 YEARS. Through World Wars, Regional Wars, Terrorism, Stock Market Crashes, Depression, and High Inflation the Association has always overcome every challenge - and always will! Let me address just two factors which have buttressed our financial success: (1) laser-sharp focus on you, the Member, and your survivors; and (2) disciplined, quantitative relative value investing.



Walter R. Lincoln, CFP®
*Major, USA, Retired
President and Treasurer*

Focus on Members. You and your survivors always will be the reason AAFMAA exists. Unlike some other great organizations which serve the military, eligibility in AAFMAA must be earned. It cannot be handed down from generation to generation. We don't sponsor cruises, sell mementos, or do anything else that would divert attention from providing SOLUTIONS FOR YOUR FINANCIAL FUTURE.

Everyone at AAFMAA focuses only on what is good for you. There are NO commissions. We structure services and products to cover costs. Therefore, no incentive exists to skew any recommended solution. To empower every Member to achieve financial independence, we help Members through mortgages to buy the home of your dreams, investments to accumulate wealth, and life insurance to protect the ones you love when you die. Please read more specifics in the following pages.

The Chairman commented on how many widow(er)s the Survivor Assistance Service team assisted in 2017 . . . superlative, personal service to every surviving spouse that requested assistance. We will always do everything we can to take care of them. We'll never forget that focus.

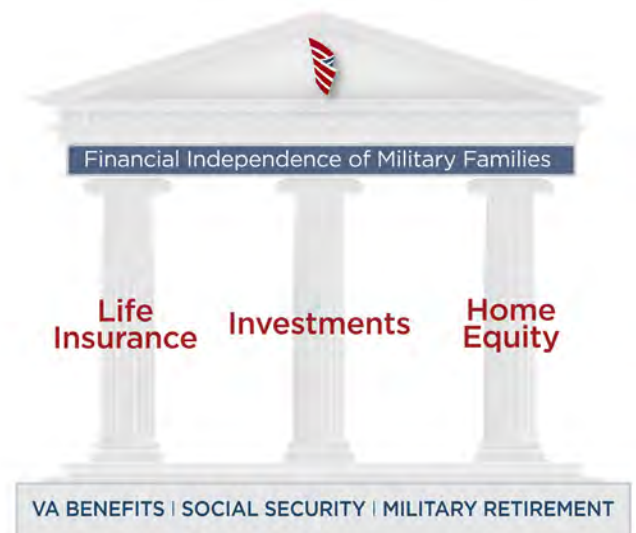
**\$88.1
million**

**DIRECT
MEMBER
RETURNS**

Relative Value Investing. No one can predict the future. Therefore, AAFMAA avoids trying to "time the market." Instead, we invest for the very long term based upon relative value: the attractiveness measured in terms of risk, liquidity, and return of one investment opportunity relative to another. We constantly invest excess cash flow to ensure that our asset liquidity matches the need to pay benefits, which exceeded \$88 million in 2017.

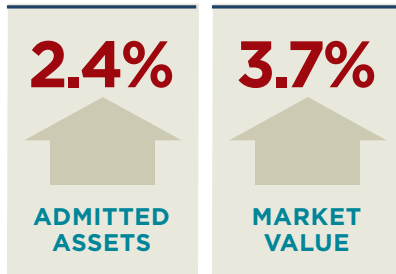
The risk, liquidity, and return of all investments constantly fluctuate. Because we're always investing, we judge which purchase at that time offers the best opportunity. We almost certainly never buy at the absolutely lowest price. But, over a long period with steady discipline, we buy value and allow the market to recognize that value with higher prices.

Two examples in the Summary of Assets illustrate the result of this process. The "Government Obligations" have an Admitted Asset Value of about

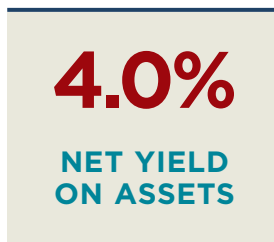


\$253 million while the Market Value of those assets approximates \$263 million. Similarly, "Corporate Bonds" have an Admitted Asset Value of \$494 million compared with \$542 million Market

Value. Overall, admitted assets grew by 2.4% while Market Value grew by 3.7%.



The interest, dividends, and rents derived from our investments resulted in a Net Yield on Assets (NYA) of 4.0% for 2017. In an era of historically low interest rates, our NYA compares very favorably. The NYA calculation does not include capital gains.



Total Return measures NYA plus capital gains, i.e., the increase in value above cost. For 2017, the Total Return was 7.8%, which allowed your Board to declare a 5.75% Crediting Rate for 2018.



As a pure non-profit, Member owned mutual aid Association ALL net benefits go directly to the Members or their survivors, in one form or another. For 2017 Direct Member Returns were:

- **Death Benefits:** \$ 66.7 M
- **Surrender Benefits:** \$ 7.3 M
- **Cash Value Increases:** \$ 13.1 M
- **Member Services:** \$ 1.0 M
- **Total Direct Member Returns:** \$ 88.1 M

Because AAFMAA follows a disciplined, relative value investment strategy, your Association grows ever stronger. Because AAFMAA focuses solely on Members and survivors, that financial growth benefits all of us. I'm incredibly proud of every employee, each of whom contributed to this success; thankful for the trust of the Board; and humbled by the loyalty of the Members.

Sincerely,

Walter R. Lincoln

Walter R. Lincoln, CFP®

SUMMARY OF ASSETS¹

INVESTMENTS	ADMITTED ASSET VALUE	MARKET VALUE
US and Foreign Government Obligations	\$ 252,931,197	\$ 263,436,451
Corporate Bonds	494,101,500	542,421,407
Real Estate Mortgages	216,655,177	219,643,233
Cash and Cash Equivalents	29,435,097	29,436,379
Equity Securities ²	113,272,627	113,272,627
Investment in Subsidiaries	132,044,952	132,044,952
Accrued Investment Income	10,247,683	10,247,683
TOTAL INVESTMENTS	\$ 1,248,688,233	\$ 1,310,502,732
Policy Holder Loans	42,461,545	42,461,545
Related Party Receivable, Net	1,110,590	1,110,590
Property & Equipment Net of Accumulated Depreciation	216,837	216,837
Other Assets	1,828,715	1,828,715
TOTAL ASSETS	\$ 1,294,305,920	\$ 1,356,120,419

¹ AAFMAA is required to report on a Statutory Accounting basis (Admitted Asset Value), not a GAAP basis. In accordance with AAFMAA's Constitution, this table also reports Market Values.

² Equity securities, i.e., stocks, under Statutory reporting are "marked to market"; therefore the Admitted Asset Value of stocks equals Market Value. As of 31 December 2017, the cost basis of stocks was \$88,254,042 vs. a Market Value of \$113,272,627.

Message from the Executive Vice President

IN 2017, AAFMAA CONTINUED TO SERVE AS THE PREMIER PROVIDER of always affordable financial solutions for the American Armed Forces. As you see described

on the following pages, AAFMAA's products and services include life insurance, mortgages, wealth building products, and Survivor Assistance Services. AAFMAA focuses exclusively on you and your family. AAFMAA's innovative and always affordable products and solutions empower you to make your own smart decisions to achieve your financial goals. This is our only business and only mission. We've helped hundreds of thousands of military families for over 139 years. As a non-profit Association exclusively for military

Members, families, and Veterans, AAFMAA delivers solutions to our Member-owners and their families with superlative personal service second to none.

AAFMAA provides the essential products and services for every Member and their family to achieve **financial independence and security**. On the following pages, you'll see the strength of AAFMAA and also reports from key Members of YOUR Association:

- Carlos Perez - AAFMAA Life Insurance
- Rick Convy - AAFMAA Wealth Management & Trust LLC
- Charlie Betancourt - AAFMAA Property LLC
- Jim Malley - AAFMAA Mortgage Services LLC
- Wini Tse - SpouseLink.org

Throughout the report, we feature just some of our great employees who take care of all of us, as Members, every day.

Highlights	2017
Insurance in Force (\$ Billions)	\$25.32
Total Assets (Market Value, \$ Billions)	\$ 1.36
Total Assets (Admitted Asset Value, \$ Billions)	\$ 1.29
Death Benefits Paid (\$ Millions)	\$66.70
Number of Member Deaths	1,048

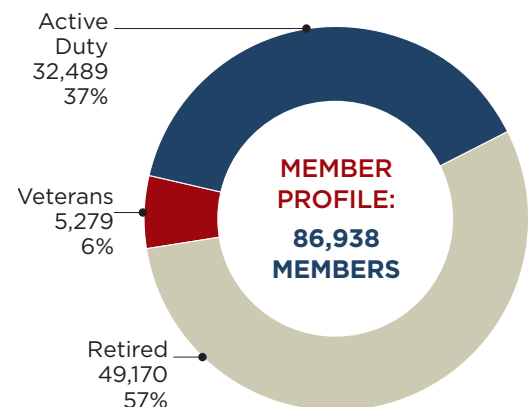
Michael J. Meese, Ph.D., FLMI
Brigadier General, USA, Retired
Executive Vice President and
Secretary, AAFMAA



Gail Eiben
Senior Issue Representative

Gail is AAFMAA's longest-serving employee, with over 47 years serving Members (She started when she was very young!). She provides superlative personal service, unsurpassed

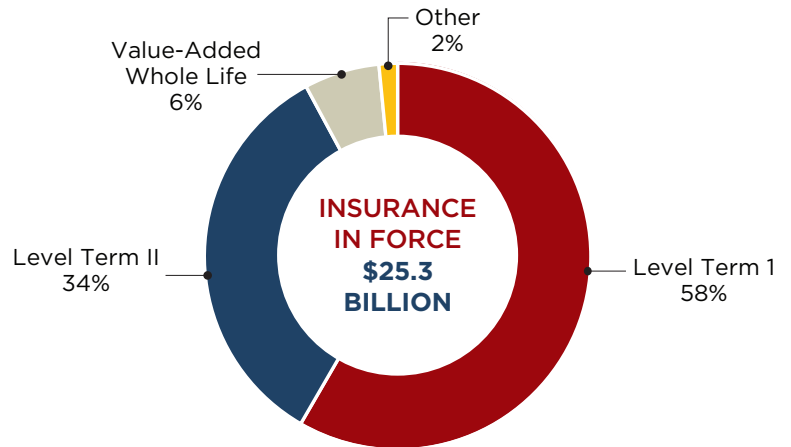
attention to detail, and exudes positive energy as she assists Members with applications and transferring life insurance from other companies to AAFMAA.



AAFMAA 2017 Overview

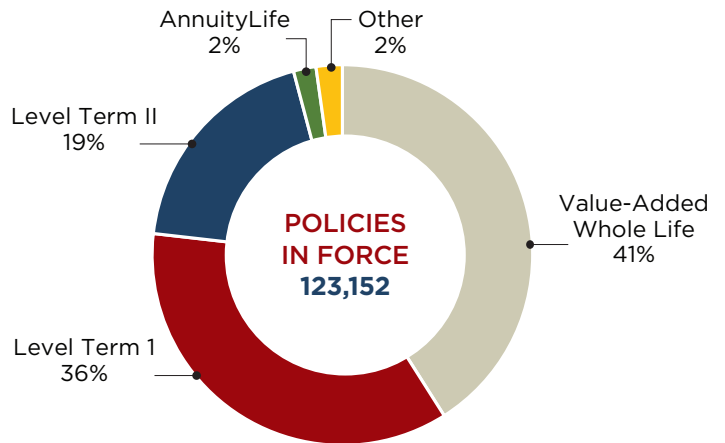
Insurance in Force

Beginning of year	\$25,545,792,349
Insurance sold	\$1,576,826,040
Death benefit change	\$(238,139,747)
Death benefits incurred	\$(66,703,857)
Other terminations	\$(1,493,787,373)
End of Year	\$25,323,987,412



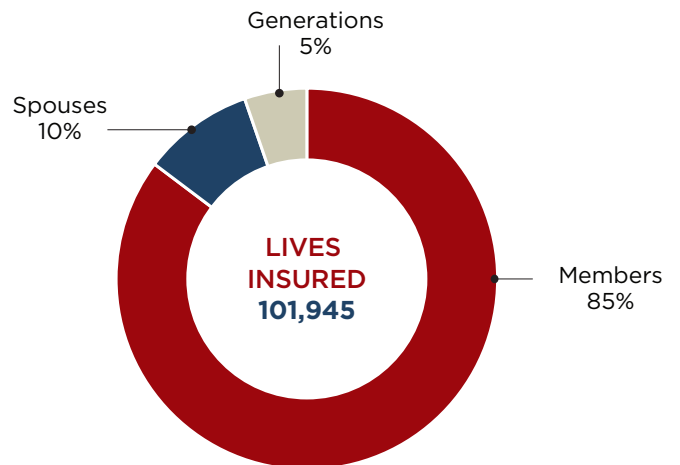
Policies in Force

Start of year	124,388
New policies issued	5,324
Policies ended by death	(1,638)
Other net policy terminations	(4,922)
End of Year	123,152



Lives Insured

Members	86,938
Spouses	9,611
Generations	5,396
End of Year	101,945



Statement of Admitted Assets, Liabilities, and Reserves

STATUTORY BASIS • FOR THE YEAR ENDED DECEMBER 31, 2017

Admitted Assets

Fixed Income Securities	
US & Foreign Government Obligations	\$ 252,931,197
Corporate Bonds	494,101,500
Total Fixed Income Securities	\$ 747,032,697
Real Estate Mortgages	216,655,177
Cash and Cash Equivalents	29,435,097
Equity Securities	113,272,627
Investment in Subsidiaries	132,044,952
Accrued Investment Income	10,247,683
Total Investments	\$ 1,248,688,233
Policy Holder Loans	42,461,545
Related Party Receivable, Net	1,110,590
Property and Equipment, Net of Accumulated Depreciation	216,837
Other Assets	1,828,715
Total Admitted Assets	\$ 1,294,305,920

Liabilities and Reserves

Liabilities

Death Benefits Payable	\$ 18,191,531
Accounts Payable	54,742,353
Deferred Revenue	1,782,194
Settlement Options Payable	35,659,639
Accrued Post-Retirement Benefits	13,523
Total Liabilities	\$ 110,389,240

Reserves

Insurance and Other	\$ 948,997,688
War Risk	23,289,100
Interest Maintenance	43,544,306
Contingency Reserve	
Asset Valuation	\$ 39,348,993
General Contingency	128,736,593
Total Contingency Reserve	168,085,586
Total Reserves	1,183,916,680

Total Liabilities and Reserves **\$ 1,294,305,920**

For a copy of the full, audited Financial Statements, please email finance@aafmaa.com



Summary Statement of Income

STATUTORY BASIS • FOR THE YEAR ENDED DECEMBER 31, 2017

Income

Premiums, Dues, Supplemental Contracts	\$ 57,641,702	
Net Investment Income and Capital Gains	59,667,504	
Amortization of Interest Maintenance Reserve	<u>6,309,070</u>	
TOTAL INCOME		\$ 123,618,276

Benefits and Expenses

Death Benefit Claims	\$ 66,703,857	
Less War Claims	0	
Plus Actuarial Adjustments	<u>4,148,484</u>	
Net Death Benefit Claims	\$ 70,852,341	
Surrender Benefits	7,251,481	
Supplemental Contracts Payments	2,994,095	
Increase in Insurance Expense (Reserves)	21,288,634	
General Administrative and Operation Expenses	<u>13,446,477</u>	
TOTAL BENEFITS AND EXPENSES		(115,833,028)
Excess Interest Credited To Policies		<u>(6,747,519)</u>
NET INCOME		\$ <u>1,037,729</u>

Summary Statement of Cash Flows

STATUTORY BASIS • FOR THE YEAR ENDED DECEMBER 31, 2017

Cash Flows from Operating Activities

Cash Collected For Premiums, Services and Investment Activities	\$ 103,435,696	
Cash Used For Vendors, Suppliers and Personnel Related Costs	(20,269,194)	
Cash Used To Pay Member Benefits and Services	<u>(75,830,794)</u>	
Net Cash Provided by Operating Activities	\$ 7,335,708	
Net Cash Used in Investing Activities	<u>(73,323,039)</u>	
Net Decrease in Cash and Cash Equivalents		(65,987,331)

Cash and Cash Equivalents

Beginning of Year	<u>95,422,428</u>	
End of Year	\$ <u>29,435,097</u>	

For a copy of the full, audited Financial Statements, please email finance@aafmaa.com

AAFMAA Life Insurance

SINCE ITS FOUNDING IN 1879, AAFMAA has provided its Members and their families with solutions to secure their financial future. Our always affordable life insurance products provide protection, financial benefits, and wealth building solutions that deliver financial security at every stage of life. In 2017, AAFMAA saw:



Carlos Perez, FLMI
Colonel, USA, Retired
Chief Operating Officer and
Assistant Secretary, AAFMAA

- \$1.58 Billion in insurance sold and a total of \$25.32 Billion Insurance in Force;
- 5,324 new policies and a total of 123,152 policies;
- 2,746 new Members and total of 86,938 Members; and
- 101,945 total lives insured – Members, spouses, children, and grandchildren.

\$450K

IN VA
RETROACTIVE
PAYMENTS

AAFMAA's life insurance products protect your whole family and provide security for life. For young Servicemembers, **Level Term I** policies provide better coverage than SGLI at more affordable rates. This coverage can supplement, or even replace your existing SGLI insurance. Unlike SGLI, you can keep AAFMAA insurance after your service ends. With up to \$800,000 coverage, **Level Term I** can help you eliminate any gaps in insurance beyond the \$400,000 that SGLI provides. Veterans and spouses under 40 can also benefit from Level Term I's great rates and coverage.



Charlene Wilde,
Assistant Secretary,
AAFMAA

Charlene, AAFMAA's first female officer, is a military spouse and a former Army Captain in the Chemical Corps. Charlene joined the AAFMAA staff in 2015 and led the Survivor Assistance Team. Charlene knows what Members need and how to deliver superlative personal service.

For mid-career or separating Members, **Level Term II** insurance provides excellent protection against large expenses, such as paying a mortgage or funding your children's college tuition, in the event of your death. Terms can range from 5 to 30 years and policies provide up to \$800,000 of insurance with constant premiums for the life of the policy. If you are separating from service, **Level Term II** policies are almost always a better, more affordable alternative to VGLI.

AAFMAA's **Value Added Whole Life Insurance** and **Wealth Builder Life Insurance** provide permanent protection, industry leading crediting rates, and up to \$1 Million in coverage. These policies never expire as long as premiums remain current. Growth for 2018 is at a 5.75% Crediting Rate. These policies accumulate cash value which you can borrow against if the need arises. Both policies come with a **Long-Term Care Settlement Option** at no additional cost. Given the increasing costs of long-term care insurance, a policy with a Long-Term Care Settlement Option is a viable alternative to consider. Our life insurance policies can provide a solid, permanent foundation for long-term financial security, help your survivor settle your estate, pay funeral costs, and even provide payments for the remainder of your survivor's life.

AAFMAA's hallmark, superlative personal service provides every Member and family Member what they need when they need it. Our **Member Benefits – Premier Services**, which include assistance with VA claims, and **Survivor Assistance Services** are a great example. Our team of experts ensure our Members and their survivors receive and maximize the benefits that they have earned through their service. In 2017, AAFMAA assisted 103 Members and submitted 75 VA claims resulting in over \$843,000 in annual benefits and retroactive payments of \$450,000. Additionally, we assisted 320 survivors to receive approximately \$2.17 Million in survivor benefits.

This is YOUR Association! Help us grow by telling others about who we are and what we do. We'll care for them with the same great care we've delivered for over 139 years.



AAFMAA Wealth Management & Trust LLC

AAFMAA WEALTH MANAGEMENT & TRUST LLC (AWM&T) provides affordable and customized financial solutions for military families and Veterans. The team at AWM&T assists military Members, spouses, and families achieve financial security and independence. We have the customized information and insight to create a financial roadmap that will help meet your family's goals. Over the past year, AWM&T made significant strides on its continued path to growth.

In 2017, AWM&T reached the following key milestones:

- \$382 Million in Total Assets Under Management.
- 37% Growth in New Member Accounts.
- Continued Positive Net Income Growth.
- Introduced Complimentary Annual Financial Planning Updates to Members with accounts of \$500K or greater.
- Expanded Investment Models, including an Individual Stock Model, for accounts of \$250K or greater.

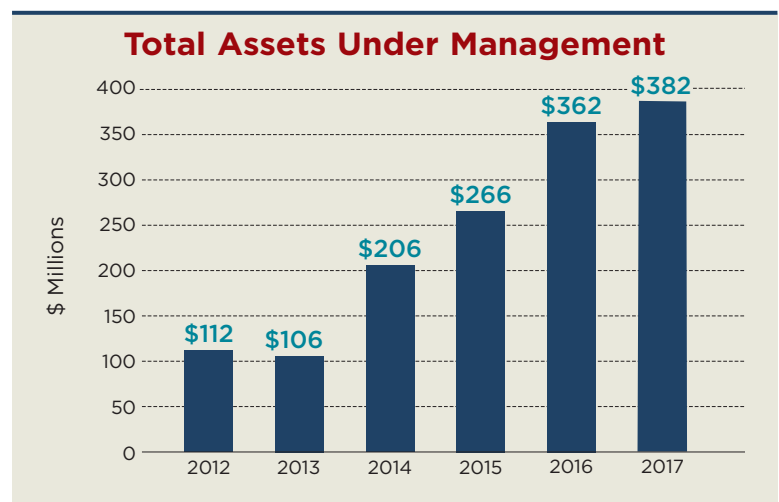
AWM&T's investment experts work closely with you to make smart investment management decisions, review progress, and maintain a clear focus on your goals. In addition, as a military trust services company, we have the know-how to protect your assets and accomplish your objectives for your beneficiaries — potentially for many generations to come.

AWM&T offers professional management accompanied by unparalleled client service and commitment. As a North Carolina chartered and regulated trust company, AWM&T's fiduciary responsibility puts your needs first. We have a duty to act with the highest standards of care, loyalty, and trust. Our professional, salaried employees receive no compensation based upon recommended investments. No commissions.

As a wholly-owned subsidiary of the non-profit Association that has been helping military families exclusively for over 139 years, AWM&T delivers solutions to Members and their families with responsiveness and personalized service, second to none. We also bring a unique understanding of the needs of military Members and their families, because 69% of AWM&T staff are military related.

Contact us today. Schedule your complimentary financial check-up — a second opinion on your financial situation. Meet us in person at our offices in Reston, VA, and Fayetteville, NC, or join us for a virtual meeting. Information provided by AWM&T LLC is not intended to be tax or legal advice. We always encourage Members to seek guidance from their tax or legal advisor.

Richard Convy, CPA,CFA
President
AAFMAA Wealth
Management & Trust LLC



Steve Mannell, LTC, USA,
Retired, CFO, AAFMAA
Wealth Management &
Trust LLC

Steve brings over 20 years of military experience where he held command and staff responsibilities with US Army Special Forces. He is responsible for planning, implementing, managing and controlling all financial and back-office activities of AWM&T.



AAFMAA Property LLC

AAFMAA PROPERTY LLC (AP), a wholly owned subsidiary of AAFMAA and AAFMAA's real estate equity investment arm, adds to the diversification of AAFMAA's investment portfolio. AP generates an attractive risk adjusted rate of return, benefiting all AAFMAA Members. Ownership of hard assets such as property is especially valuable to the financial security of AAFMAA's Members during uncertain times. In addition to supporting AAFMAA's investments, AP also provides and manages the facilities for AAFMAA operations in Reston, VA, and Fayetteville, NC.



Charles B. Betancourt, CCIM
Chief Operating Officer
AAFMAA Property LLC

AP's significant events for 2017 include:

- Completed construction and leasing of two office buildings in Palm Desert, CA.
- Acquired a Class A office building in Chantilly, VA.



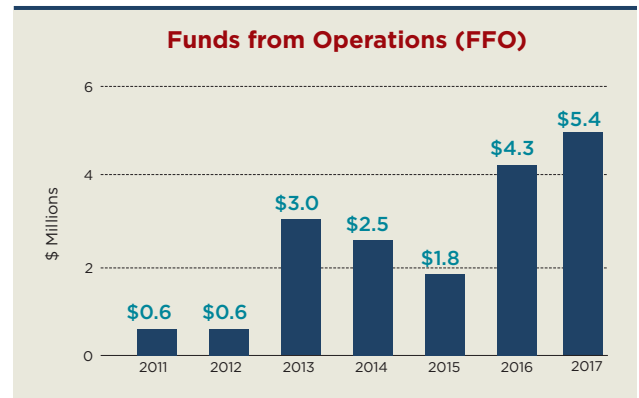
Andrew Grizzle,
Senior Engineer,
AAFMAA Property LLC

Andrew provides first class, on-site management services to AP's Annapolis, Maryland, tenants. This superlative personal service is a key reason why tenants choose to lease from AP. Andrew has worked at AAFMAA since 2015 and is a Veteran of the US Army.

Funds from Operations (FFO) for 2017 totaled \$5.4M. FFO, a standard measurement for real estate entities, measures performance based on net income, excluding gains (or losses) from sales of property, plus depreciation and amortization expenses. Depreciation and amortization expenses are non-cash accounting conventions, which are not relevant to measure the success of AP's real estate investments since AAFMAA is tax-exempt.

Throughout 2017, AP continued to attract new tenants and retain existing tenants. As of December 31, 2017, tenants leased 76% of available space. At year end, AP purchased a 94,144 square foot building in Chantilly, VA that will add to our portfolio and rental income in 2018.

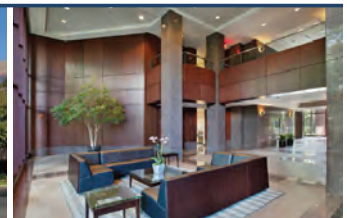
AP will continue to expand its property operations in 2018 and continuously seek opportunities to enhance AAFMAA's investment portfolio. AP provides the facilities that support the in-person delivery of AAFMAA's unique products and services to military families throughout the United States.



PALM DESERT, CALIFORNIA



CHANTILLY, VIRGINIA



AAFMAA Mortgage Services LLC

AAFMAA MORTGAGE SERVICES LLC (AMS), (NMLS 1423968. Equal Housing Opportunity) began operations in 2016. With the introduction of AMS, AAFMAA brings to military families and Veterans cost-effective mortgage solutions to help in the financial security and confidence with most families' largest purchase — their home.

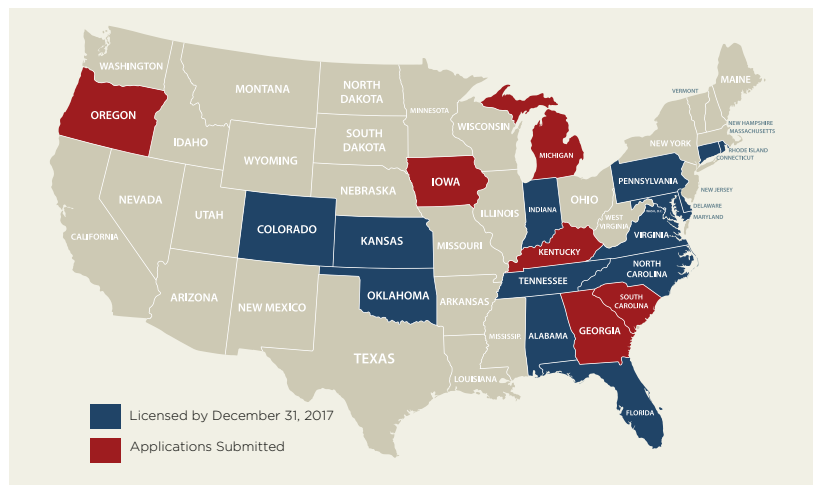
In 2017, AMS began our first full year of operations providing competitive mortgage rates, timely closings, and superlative personal service throughout the mortgage process. This enabled many AAFMAA Members to benefit as AMS:

- Originated \$ 18.2 Million of residential mortgages.
- Expanded our presence by becoming licensed in a total of 14 states — AL, CO, CT, DE, FL, IN, KS, MD, NC, OK, PA, RI, TN, and VA.*
- Launched a new, proprietary product — Construction Advantage. Many AAFMAA Members have already taken advantage of our Construction Advantage product to build their new home. AMS provides full-service funding and support to its Members, throughout the construction process. After the construction is complete, AMS provides the long-term mortgage.
- Continued to build on the AAFMAA tradition for superlative personal service that Members trust—a mainstay since its founding in 1879. AMS ensures low costs and low mortgage rates. Our experienced loan officers, 75% of whom are military related, have the unique understanding of military life and families.

Whether Active Duty, National Guard, Reservist, Veteran, surviving spouse of a military Member, or Retiree, AMS offers home mortgage options and refinancing products that you can count on. All of AMS loan officers are state licensed and can guide you through the intricacies of the residential mortgage loan process. Each AAFMAA Member has unique mortgage requirements, and AMS will provide you the mortgage that meets your needs, whether it be a VA, FHA, USDA, Conventional, Jumbo, Adjustable Rate, or other mortgage product.

Contact AAFMAA Mortgage Services LLC today to arrange a low-cost mortgage so you can buy, refinance, or construct the home of your dreams.

* Subsequently AMS became licensed in Kentucky.
NOTE: Not licensed in Alaska or Hawaii.



Stay Informed. Get Support. Be Inspired.

SPOUSELINK BRINGS MILITARY FAMILIES AND FRIENDS TOGETHER in a unique space created by AAFMAA just for them. SpouseLink shares newsworthy topics that help MilSpouses stay connected, whether they're across the miles or close to home. Guest bloggers and our partners share everything from financial advice, breaking military news, trending lifestyle tips and fun travel ideas, to personal experiences. We invite MilSpouse bloggers and storytellers to share their ideas with the SpouseLink community throughout the year. This original content helps Military Spouses and their families stay informed, get support, and be inspired.



Winnifred Tse
Marketing Coordinator
AAFMAA and SpouseLink.org



Great Things in 2017

- Our social community is continually expanding
- More than 15,968 people "liked" us on Facebook
- Nearly 1,300 followers on Pinterest
- 2,104 followers on Twitter
- Instagram and YouTube following continues to grow
- Overall, we have increased our social audience by more than 3,000 followers!

SpouseLink bloggers and partners consist of Military Spouses, AAFMAA employees, Veterans, and others interested in the MilSpouse community. Contributors are able to add our Official SpouseLink Blogger badge to their own blogging websites, further promoting and showing pride in the SpouseLink brand.

SpouseLink Ambassadors increased by 33%. Ambassadors promote activities across the country:

- Participating in Kids Day
- Attending holiday event activities
- Attending AAFMAA-sponsored events
- Conducting "mom groups"
- Offering networking opportunities
- Supporting LINKS classes



Once again, SpouseLink proudly co-sponsored the 2017 Military Spouse of the Year nominations, created by Military Spouse Magazine to find Military Spouses who represent their bases, states, and districts around the world.

What's Next?

In May 2018, we will host our 6th Annual SpouseLink Retreat. The Retreat brings together Military Spouses and our own amazing SpouseLink Ambassadors from across the country — and now Germany. The training session will further educate MilSpouses and expand the SpouseLink community in new and innovative ways.

Share Your Story

Like to give great advice or tell stories? We want to hear about it!
Email SpouseLinkEditor@aafmaa.com, and visit us at SpouseLink.org.



AAFMAA in the Community



AAFMAA was once again proud to be a major sponsor of the 33rd Annual Army Ten-Miler in Washington, D.C. We partnered with Team Red White and Blue (RWB) for the third year.



AAFMAA Executive Vice President and Secretary, Mike Meese greets the Commandant of the Marine Corps General Robert B. Neller.



DAV National Service Officer, Paul Shook, provides free professional assistance with VA claims at AAFMAA's 7th Annual DAV Mobile Service Office.



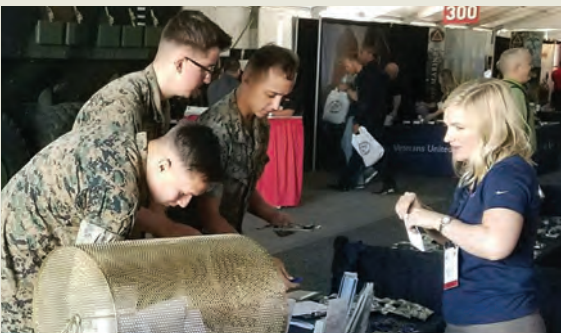
Klytia Roper from AAFMAA Member Benefits speaking to an officer at the Air Force Association's Air, Space, and Cyber Conference.



Three former Chiefs of Staff of the US Army at the 2017 Annual Meeting (pictured here, left to right): Retired Generals Carl Vuono, Gordon Sullivan, and Dennis Reimer. GEN Reimer is AAFMAA's new Chairman.



AAFMAA at the US Naval Academy introducing midshipmen to the Association through the free Introductory Membership Program.



AAFMAA was the Grand Title Sponsor of the 2017 Marine South Expo at Camp Lejeune, NC. Our fourth year sponsoring the event, along with the other Marine Corps expositions in other regions.



AAFMAA at the US Naval Academy football game where midshipmen sign up for AAFMAA Membership with our online application.



SpouseLink sponsoring the Operation Homefront Back-to-School event in Colorado Springs, CO.

Appearance in uniform does not imply endorsement by or on behalf of any military service.

AAFMAA Members Say It Best!

Dear President Lincoln,

February 10, 2018

I served in the US Army for 30 years and have been a delighted member of AAFMAA for 25 years. The primary reason I joined your great organization was the Survivor Assistance provided to my spouse by AAFMAA when I pass. I have also been impressed with the financial stability of AAFMAA (thank you!) and the very generous crediting rates on policies.

To indicate my belief in AAFMAA, I purchased policies for my son, my spouse, and my two grandchildren. I was and am convinced that these are the best policies available anywhere.

I am also excited about AAFMAA Wealth Management. I watch many of their webinars and plan to have a portfolio review at some point.

Last year I discovered a phenomenal service of AAFMAA about which I knew nothing. As a Veteran of two wars with disability, I needed guidance on applying for further disabilities. I was put in contact with Veronika Petrova in the AAFMAA Veterans Affairs Office. She patiently and professionally guided me through the claim process for almost a year. Whenever I needed help or information, she was always there. She provided great assistance, and recently filed my VA claim submission. I cannot thank her enough, and I want to make certain you are aware of the value she brings to both AAFMAA and AAFMAA members/veterans like me.

On behalf of my family and myself, I want to extend a sincere thank you to you and the entire AAFMAA organization. As you point out, membership is earned, and I consider AAFMAA membership one of the greatest benefits of having served our country.

Very respectfully,

Jonathan H., Colonel, USA (Retired)
Durham, NC



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OFFICE HOURS AT ALL LOCATIONS: Monday-Friday, 8:30 a.m.-5:30 p.m., ET

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