



June 2018

Volume 7 Issue 6

Upcoming Events:

JUNE

11th - 11th Annual NAIFA Golf

14TH - Board Meeting 11:30 AM - 1:00 PM
Runza – Scottsbluff

JULY

12TH - Board Meeting 11:30 AM - 1:00 PM
Runza – Scottsbluff

AUG

9TH - Board Meeting 11:30 AM - 1:00 PM
Runza – Scottsbluff

SEPT

13TH - Board Meeting 11:30 AM - 1:00 PM
Runza – Scottsbluff
13th-16th - NAIFA Performance + Purpose -San Antonio, TX

Text “**naifa panhandle**” to 31996
to join our mailing list to receive
notifications about upcoming
meetings and events.



www.naifapanhandle.org/panhandlenaifa@gmail.com

NAIFA National Council Supports Board, Task Force Recommendations to Modernize National Bylaws

WASHINGTON – In a National Council meeting convened earlier today, NAIFA delegates voted to approve a revision of the NAIFA national bylaws, as proposed by the Board of Trustees, based on the recommendations of the NAIFA Quality Member Experience (QME) Task Force. The proposal was to be considered at the NAIFA Performance + Purpose Conference in September 2017, which was cancelled due to Hurricane Irma. Today marks the start of the NAIFA Congressional Conference, which brings together hundreds of NAIFA delegates who took part in the vote prior to today's opening conference session.

“The National Council's support to modernize the bylaws empowers our leaders to live up to promises made two years ago to reinvent NAIFA through NAIFA 20/20, our five year comprehensive strategic plan,” said NAIFA President Keith Gillies, CFP, CLU, ChFC. “NAIFA 20/20 offers our association the best opportunity to build on a legacy of accomplishment, achieve long-term success, and provide members the highest possible return on their dues investment. I am pleased the National Council saw the merits of the board and task force's recommendations.”

The board's proposal to revise the national bylaws aligns with the NAIFA 20/20 strategic plan developed by members from throughout the federation. Phase One implementation began in FY2017. Successful implementation of Phase Two was largely dependent on the National Council's support to revise the bylaws.

The new set of the NAIFA Bylaws reflects three main goals: Create a NAIFA federation structure with chapter relationships between national, states, and strong locals, so NAIFA has fewer – but more successful – associations to pursue the NAIFA mission;

Establish standards for successful NAIFA associations to ensure accountability of performance at the national, state, and local level; and

Move to one consistent dues amount nationwide.



2018 Registration Fees and Sponsorships

Registration Fees - Foursome Teams \$380

11th Annual Lewis Zemanek NAIFA Golf Tournament

Monday, June 11th, 2018 - Scottsbluff Country Club

Shot-Gun start at 1:00 pm (Driving Range opens @11:30)

Registration Includes:

- ✓ 18 holes of golf with cart
- ✓ Practice range time & balls
- ✓ Various Hole Prizes and Raffles
- ✓ Dinner included for all golfers

Awards: Winning Team Sponsor Plaque with Team Handicap

- 1st - \$400 Pro Shop Gift Certificate and Traveling Team Plaque
- 2nd - \$200 Pro Shop Gift Certificate
- 3rd - \$100 Pro Shop Gift Certificate

New Dixon Golf Hole Challenges - More details to follow

Sponsorship Opportunities

PLATINUM Sponsor - \$800

- Logo on Welcome Banner
- One golf team
- Donate one hole prize
- Exclusive sponsorship of one hole with logo
- Recognition of dinner logo in program
- Star-Handle NAIFA golf ball

GOLD Sponsor - \$500

- Logo on Welcome Banner
- Logo in program
- Donate one hole prize
- Sponsorship of one hole with logo

SILVER Sponsor - \$250

- Sponsorship of one hole with logo
- Logo in program
- Donate one hole prize

BRONZE Sponsor - \$100

- Toe tee sign at one hole (tee only, NO logo)
- Donate one hole prize
- Dinner for one additional person and golfing



REGISTRATION FORM

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____

Fax _____ Email _____

PLEASE REGISTER MY FOURSOME

(Indicate if they will attend the dinner)

Name	HCP	Yes	NO

☐ Platinum Sponsorship Package \$800

☐ Gold Sponsorship Package \$500

☐ Silver Sponsorship Package \$250

☐ Bronze Sponsorship Package \$100

Print name as it should appear on sponsor sign

Check Enclosed for: \$ _____

Mail To:

NAIFA-Panhandle Nebraska
615 South Beltline Hwy West
Scottsbluff, NE 69361

Contact Brad Grote at 308-631-0244 or bragrote@hotmail.com for more info.

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Van Mueller

During this session, Van Mueller will show you how to take advantage of the biggest opportunity of the decade! Van's famous for his appointment-getting questions, so make sure you have your coffee this morning and have a pen and paper ready so you don't miss a thing!

Friday, June 8th at:

**11:30am ET / 10:30 CT / 9:30 MT / 8:30
PT / 7:30 AKT / 6:30 HAT**



[Save your seat](https://bit.ly/2IY9VBF)

<https://bit.ly/2IY9VBF>



May 9th
Gering Civic Center



NAIFA-PANHANDLE
VICTORIA SCHWARTZ MITCHELL, NE



LEWIS ZEMANEK ENDOWMENT
AUBREE NOBLE CHADRON, NE



BRITTAN SANDHILLS
JESSE COBLE MULLEN, NE



BRITTAN SANDHILLS
KAYDEN LICKING MULLEN, NE



CLIFF KARTHAUSER
CLU®, ChFC®, CLF/
Author / Speaker,
Corporate Consultant &
Executive Coach



Brad Broderson
President-Elect NAIFA-NE



NAIFA Panhandle – President
CX Brittan





Using The Power Of Belief To Supercharge Your Dreams

1.

By Vijay Eswaran

Dreaming is the single most important aspect of success. The minute you stop dreaming, you stop living. The moment you stop dreaming about who you want to be, what you want to do and what you should be is the moment you find yourself at a standstill. You may not realize it, but that is also the moment you start sliding backward.

There is a popular saying that happiness has three grand essentials: Something to do, someone to love, and something to hope for. While I am blessed to have found the former two in my role as an entrepreneur, and in my better half, I am on a constant and perhaps even lifelong journey when it comes to the latter--that which I hope for, or in another word, my *dreams*. And that is how I am-- a relentless dreamer who never stops moving forward.

Nothing worth doing is ever easy and neither is achieving your dreams. The question is: How badly do you want it?

When my partners and I first started our business in 1998 in the aftermath of the Asian economic crisis, many people told us it would be impossible to sustain what we were doing for the next five years. Now, 20 years on, not only have we survived that many times over, we are also a thriving multinational company with diversified business lines in almost every major region of the world.

The power of belief

Don't ever give up on your dreams and don't ever constrict your dreams to fit reality. In fact, keep dreaming bigger and keep aiming higher. It *is* possible to make your dreams come true, but first, you must believe in those dreams. If you can dream it, you can achieve it.

Here is what I have learned about the power of belief: **Belief moves mountains**. They say faith moves mountains, but I would say it is actually belief that moves mountains. In medicine, there is something called the placebo effect. Seriously ill patients are given a medication that they perceive will help, though, in reality, the medication contains no active ingredients. This has been proven to work in about 30% of patients. Some refer to this as mind over matter. I call it belief. Your belief is a tool to serve and empower you. Believe, and you will achieve.

Click [HERE](#) for the rest of the story

<https://bit.ly/2s3dMXI>

LUTCF®



Why choose the LUTCF®?

The new LUTCF® is right for you if you identify with one or more of the following:

You are new to the industry and are looking to develop fundamental prospecting, selling and practice management skills plus working knowledge of the four practice specialties.

You are a financial professional seeking a broad understanding of the insurance industry and how it can impact financial planning and advising.

You are insurance agency or home office staff seeking a comprehensive overview and an understanding of the business aspects of the industry.

Courses are taught via an interactive web-based platform or in a live classroom setting. Essential field activities allow you to gain practical hands-on experience initiating and engaging clients in a live setting. Field Training activities are required throughout the program. Courses consist of eight weeks of instruction followed by a week of study and review for the exam. The program can be completed in one year or less!

Program Pricing:

NAIFA Member: \$782 per course / \$1,985 full program

Non-Member: \$920 per course / \$2,335 full program

NOTE: Prospective designees will be required to be NAIFA members at the time of conferment.

For More info goto this website: <http://www.cffpinfo.com/lutcf-life-underwriter-training-council-fellow/>

Program Summary:

The LUTCF® or Life Underwriter Training Council Fellow professional designation program, was established by NAIFA in 1984. The program was designed to help agents and new advisors offer more comprehensive financial advice. Since that date more than 50,000 LUTCF® designations have been conferred.

In February of 2014, the College for Financial Planning and NAIFA partnered to create an all-new version of the LUTCF® for 2015 and beyond.

Registration is now open. Classes will begin in July.

Scan QR Code
with Smart
Phone or tablet





3 Easy Ways to Contribute to IFAPAC

CLUB TYPE	ANNUAL CONTRIBUTION	MONTHLY BANK DRAFT
Capitol	\$5,000	\$416.00
Emissary	\$2,500 to \$4,999	\$210.00
Diplomat	\$1,000 to \$2,499	\$84.00
Envoy	\$500 to \$999	\$42.00 (minimum for monthly Credit Card)
Statesman	\$300 to \$499	\$25.00
Ambassador	\$200 to \$299	\$17.00
Century	\$100 to \$199	\$8.50 (minimum for bank draft)

Name _____ NAIFA Member # _____

Company _____

Address _____

City _____ State _____ Zip _____

☐ Enclosed is my personal check for \$ _____

Please charge my personal Credit Card (check one)

☐ One Time or ☐ Monthly

Visa

☐ Master Card

☐ American Express

☐ Discover

Account # _____ Exp. Date _____ Security Code _____

For a one-time, annual amount \$ _____ Signature _____

Print Name on Card _____

MONTHLY BANK DRAFT AUTHORIZATION

☐ I currently give on bank draft at \$ _____ a month. Please increase my monthly contribution to \$ _____ per month.

Signature _____

☐ I would like to enroll in the monthly bank draft plan. Enclosed is my check for the first month's payment. I have completed the information requested below.

I hereby authorize IFAPAC to withdraw from my account the amount specified below every month. Bank drafts will occur on or about the 10th of each month. This authorization will remain in effect until revoked by me in writing and, until IFAPAC receives such notice, I agree that IFAPAC shall be fully protected in honoring such withdrawals. In consideration of IFAPAC's compliance with such request and authorization, I agree that IFAPAC's treatment of each such check and IFAPAC's rights in respect to it, shall be the same as if it were signed personally by me and that if any such check be dishonored, IFAPAC shall be under no liability whatsoever even though such dishonor results in the forfeiture of IFAPAC membership.

When signing up for bank draft, remember to enclose a voided check

1. Name of depositor as shown on bank records _____

2. Account number _____ Routing number _____

3. Amount of draft per month \$ _____

4. Signature of depositor(s) as shown on bank records: _____ Date _____

Return form, contributions & voided check to: IFAPAC at the address below or fax your bank draft application with a voided check or credit card contribution to 703-770-8151. Or, contribute online at www.naifa.org/ifapac.

Contributions to IFAPAC are voluntary and contributed to candidates for elective office. Your contributions will be divided between your state association IFAPAC and IFAPAC National, if you have directed NAIFA to do so (see reverse side). Club types listed above are merely suggestions. You can contribute more or less than the suggested amount. The amount contributed will not benefit or disadvantage you in any way. You have the right to refuse to contribute without reprisal. Corporate contributions to IFAPAC's political fund are prohibited. Contributions to IFAPAC are not deductible for federal income tax purposes.

(See reverse side to complete the NAIFA Member Directive for IFAPAC Contributions)

2901 Telestar Court • Falls Church, VA 22042-1205 • 703-770-8100 • www.NAIFA.org



NAIFA Member Directive Regarding the Use of IFAPAC Contributions

On March 14, 2011, an SEC “pay to play” rule designed to limit the influence of political contributions by investment advisers and certain associated persons in the awarding of advisory contracts by state and local governments went into effect. Among other things, the rule prohibits investment advisers from receiving compensation for services provided to a state or local government for two years following political contributions to certain state or local officials.

In response to the rule, a number of companies have adopted compliance requirements that limit contributions by investment adviser representatives to political action committees (PACs) and state or local officials. You must check with your company’s compliance department regarding any limitations on your ability to make political contributions under the pay-to-play rule. (If you are covered by the rule, your compliance department may limit your contribution to only NAIFA’s federal PAC. If you are not covered, your compliance department should permit your contribution to be shared between NAIFA’s federal PAC and your state association PAC.)

After you have consulted your compliance department, please check the applicable boxes below to instruct IFAPAC regarding the appropriate distribution of your IFAPAC contribution.

☐ I have read and understand this directive. (required)

CHECK ONE BOX:

Note: If you do not check a box below, your entire contribution will be directed to NAIFA’s federal PAC.

- ☐ Please share my IFAPAC contribution between NAIFA’s federal PAC and my NAIFA state association PAC.
I agree to reconfirm my compliance status and change this directive, if necessary, should I change or add companies.

OR

- ☐ Please direct my entire contribution to NAIFA’s federal PAC, to be used only for contributions to national party committees and the campaigns of candidates (except state and local officials) for the U.S. Congress.

Contributions to IFAPAC must be personal, not corporate. Contributions made on corporate or LLC accounts will be directed in their entirety to NAIFA’s federal administrative fund to help defray the costs of administering NAIFA’s federal PAC. NAIFA disclaims responsibility for any damage or liability that may arise from contributions to IFAPAC based on the SEC “Pay to Play” Rule or from any company compliance requirements related to that Rule.

NAIFA Member Signature _____

Date _____

NAIFA Member Name (please print) _____

NAIFA Member ID # _____

NAIFA Member Local Association Name _____

Board Members



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Socialize with Us!



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Secretary/Treasurer

Brad Hamm

Immediate Past - President

Vivian Reitz

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Michael Engelhaupt

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