



Gaining members to have our voices heard in Tallahassee and Washington.

Jax Advisors Online

NAIFA-Jacksonville Membership Newsletter

Official Family

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Message From the President



Gene Bryant
NAIFA-Jacksonville President

Our Tallahassee Legislators are in session early this year. I want to send a special thank to our volunteers that represented you and I on January 30th at our annual Day on the Hill visit at our state's Capital: **Maureen Kirschhofer**, NAIFA-Jacksonville National Committeeperson and Past President; **Alicia Burst**, Community Service Chair; **Cheryl Canzanella**, YAT Chair; **Howie Frank**, YAT Committee; **Margie Harner**, Membership Chair; and **Cherri Coombs Ohmer**, Association Executive.

They all have one thing in common: they have titles. These individuals devote a large amount of (volunteer) time and hours giving back to the organization that provides their living. However, having a title is not required to volunteer with NAIFA-Jacksonville. Many industries and associations are really hurting in today's economy. We need more members to step up to the plate and give back to help NAIFA-Jacksonville grow and be more effective!

If you have an interest to serve, please contact our association office info@naifa-jacksonville.org or our Nominations Chairman, Past President **Chris Veenstra** at chris@gfdic.com. ***If we had many people doing many things then the burdens of only a few would be lifted.*** Please consider even an hour a week or a month to help.

We hope that you will join us at our February 22nd Luncheon where

MARK YOUR CALENDARS!

Visit the [Event Calendar](#) page on our website for the latest updates!



FEB. 22, 2012

Membership Luncheon
Legislative & Florida Regulatory Update
(includes 1 hour CE)
Guest Speaker:
Bob Lotane, NAIFA-Florida Director of Communications
11:30am - 1:00pm
The University Club
CLICK [HERE](#) TO REGISTER ONLINE!

FEB. 29, 2012

NAIC REQUIRED 4-HOUR LTC CE
8:30 am - 12:30 pm
Deercreek Country Club
Presented by JAHU and NAIFA-Jacksonville
Please RSVP by clicking [HERE](#).

MARCH 7, 2012

3-Hour Senior Suitability
State Required CE
9:00 am - 12:00 noon
State Farm Agency Field Office
Please RSVP by clicking [HERE](#).

MARCH 28, 2012

Membership Luncheon
"Social Security Benefits: Denial to Approval"
Guest Speaker:
Joanne Wilburne
(includes 1 hour CE)

we will feature special guest **Bob Lotane** bringing you the most recent Legislative Updates right in the middle of session (program includes 1 hour of CE for all attendees). Are you receiving your Session Dispatch from our NAIFA Florida Lobbyist, **Tim Meenan**? If not, let us know so we can be sure that you are clued in on the latest issues.

NAIFA-Jacksonville is working hard to provide more tangible benefits back to our local members. We hosted the 4-hour LTC NAIC Ongoing CE this past fall (free to members), we have another free for members CE on March 7th (state-required Senior Suitability), and our February, March, and April programs all provide 1 hour of CE during lunch.

I also want to thank Cheryl Canzanella, our YAT Chair, for the dynamic job she is doing with the YAT committee (Young Advisors Team). Many events are scheduled for YAT, watch for the "**Dessert First**" invitation for YAT's coming soon!

Lastly, thank you to all of our IFAPAC Contributors in the past and during 2011! We surpassed our goals on Contributors and Contributions for 2011! If you've never contributed to IFAPAC, click [HERE](#) to find out more and how!

Sincerely,

Gene Bryant
President, NAIFA-Jacksonville

11:30am - 1:00pm
The University Club

APRIL 25, 2012

Membership Luncheon
*Celebrating Disability Insurance
Awareness Month*
Guest Speaker:

Greg Mazzi
(includes 1 hour CE)

MAY 23, 2012

Membership Luncheon
and Annual Meeting
Complete Details TBA

JUNE 27, 2012

Membership Luncheon
Featuring the Installation of our
2012-2013 Officers and
Board of Directors
Complete Details TBA

Congratulations to Our Awards Winners!

Presented at NAIFA-Jacksonville's Annual Awards Luncheon on January 25th!

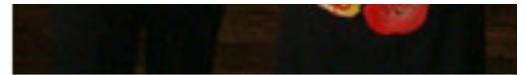
Margie Harner

**2011 recipient of the
C.G. Snead/J.F. Bryan, III Memorial Award**

Margie Harner grew up in Earlville, IL (a small town about 75 miles east of Chicago) and attended Illinois State University in Normal, IL. She currently serves as NAIFA-Jacksonville's Membership Chairperson and is truly passionate about our industry. She employees family members in her office and attributes her success to her dedicated staff. Margie has been an integral part of NAIFA-Jacksonville's board for many years and we are so appreciative of her willingness to give and serve. She is also very active with A2C, "Athletes to



Champions," and enjoys attending football games at East Carolina University where her son Grant is a 2nd year starter for the football team.



Margie celebrates her 30-year anniversary with State Farm next month.

Click [HERE](#) for more information about the C.G. Snead/J.F. Bryan, III Memorial Award and a list of previous recipients.

Craig Dewhurst

2011 recipient of the NAIFA-Jacksonville Community Service Award

Craig Dewhurst has been a NAIFA member since 2000. He began as a board member/Trustee of The Donna Foundation in 2003. The Donna Foundation is a 501c3 nonprofit founded by local NBC/ABC news anchor, Donna Deegan, who is a three-time breast cancer survivor. The Foundation serves the critical needs of local women (covers 16 counties in N.E. Florida and S.E. Georgia) providing financial and emotional



support while battling breast cancer. More info on the Foundation can be found at www.thedonnafoundation.org. Craig has personally known Donna since childhood.

Craig was also involved in making a financial contribution and becoming a Benefactor at Mayo Clinic Jacksonville, establishing with his family, The Francis Stanley Dewhurst Summer Undergraduate Research Fellowship for Mayo Clinic Jacksonville Alzheimer's Research in memory of his late father who suffered from Alzheimer's Disease and passed away in 1994. This research fellowship funds a medical student who is selected and comes to Mayo Clinic Jacksonville and it enables the student to pursue research with some of the top scientists in the world who are performing research in Alzheimer's disease.

The award was presented to Craig by our 2010 recipient, **Carlton Lahey**.

Click [HERE](#) for more information about the Community Service Award and a list of previous recipients!

[**CLICK HERE FOR PHOTO HIGHLIGHTS FROM OUR 2012 AWARDS LUNCHEON!**](#)

Next NAIFA-Jacksonville Membership Luncheon

Wednesday, February 22, 2012

The University Club, 1301 Riverplace Blvd., 27th Floor, Jacksonville, FL 32207

Legislative & Florida Regulatory Update

INCLUDES ONE HOUR CE!

GUEST SPEAKER:

Bob Lotane

NAIFA-Florida Director of Communications



Plus special recognition of our 2011 IFAPAC Contributors!

CLICK [HERE](#) FOR A COMPLETE LIST!

Thank you to all of our contributors! Your contributions not only allowed NAIFA-Jacksonville to exceed our IFAPAC fundraising goals for the year, it also allowed us to achieve the NAIFA IFAPAC Citation Award! NAIFA-Florida also achieved their goal at the state level, being the only state in the federation to achieve the NAIFA National Tribute To Excellence Award.

11:15 AM: Registration & Check In

11:30 AM: Buffet Lunch

12:00 - 12:50 PM: Speaker Presentation

COST: \$25.00

Members who register by February 17th, the cost is only \$20.00!

CLICK [HERE](#) TO REGISTER SECURELY ONLINE!

NAIFA's Advocacy Efforts Add Up! CLICK [HERE](#) TO SEE WHY!

Annual Day on the Hill Report: January 31, 2012

Over 150 state and your local members represented you in Tallahassee at the annual NAIFA-Florida Day on the Hill, January 30th. Present were **Maureen Kirschhofer**, National Committeeperson; **Margie Harner**, Membership Chair; **Alicia Burst**, Community Service Chair; **Cheryl Canzanella**, YAT Chair; **Howie Frank**, YAT Committee; and **Cherri Coombs Ohmer**, Association Executive.

The meeting of NAIFA-Florida began at the Leon County Civic Center featuring **Tim Meenan**, your NAIFA-Florida Lobbyist. He briefed all DOH attendees with the current Legislative issues, how the position NAIFA-Florida is taking effects our industry and armed us with talking points to meet with our local Representatives and Senators.



During this luncheon NAIFA-Florida unveiled and featured the first-ever "**Herb Morgan Award of Excellence Memorial Award**" presented to **Terri Seefeldt** of Central Florida. More on this award and Terri will be featured in your upcoming edition of the *NAIFA-Florida Journal*.

NAIFA is serious about staying on top of protecting your industry. Click [HERE](#) to review the 2012 Legislative Agenda and the issues that are likely to be addressed during session.

This DOH proved to be the most successful ever! Your Jacksonville delegates met with **Senator John Thrasher, Senator Audrey Gibson, Senator Steven Wise, Representative Mike Weinstein, Representative Ronald "Doc" Renuart, Representative Reggie Fullwood**, Representative Janet Adkin's aide, **Larry Williams**, Representative Mia Jones's aide, **Valarie Chrispin** and Rep. Bill Proctor's aide, **Lindy Smith**.

They were all receptive to our issues and continue to encourage all NAIFA members to respond to issues facing our industry. We will have a Legislative Reception/Forum in August so look for additional details from NAIFA-Jacksonville over the summer.

Reminder: some of our Representatives will be running for re-election this fall and there may even be some interesting races for Senator Stephen Wise's seat in the Senate. Will it be Mike Weinstein or Aaron Bean? Details will soon be released.

If you have the opportunity please be sure to thank our attendees. If you have an interest in our Political Involvement work; we need your help. Don't hesitate to contact our local office. We will be visiting our Representatives here in their Jacksonville offices over the summer and NAIFA members are encouraged and welcomed to attend these meetings. There is truly value in numbers and we all need to work together to protect this wonderful industry.

PHOTO HIGHLIGHTS!



Cherri Coombs Ohmer, Alicia Burst, Maureen Kirschhofer, Senator Stephen R. Wise, Cheryl Canzanella, Margie Harner & Howie Frank.



Howie Frank, Maureen Kirschhofer, Larry Williams (aide to Representative Janet H. Adkins), Alicia Burst, Cheryl Canzanella & Margie Harner.



Howie Frank, Maureen Kirschhofer, Alicia Burst, Senator John Thrasher, Cheryl Canzanella, Margie Harner & Cherri Coombs Ohmer.

NAIFA-Jacksonville Blood Drive!

Thursday, February 23, 2012

Once again, a \$100 cash prize from APPS Paramedical Services will be given to one lucky NAIFA donor!



DATE:

Thursday, February 23, 2012 | 1:30 to 4:30 PM

LOCATION:

Blood Mobile at Liberty Center
7077 Bonneval Rd., Jacksonville, FL 32216

PLEASE REGISTER ONLINE:

<https://www.thebloodalliance.com/index.cfm?Sponsor=1178>

If you have any questions about donating blood, please contact the The Blood Alliance at (888) 447-1479 or visit the website at www.thebloodalliance.com. If you have any questions about the blood drive, please contact Alicia Burst at AliBurst@AOL.com.

Upcoming CE Opportunities from JAHU and NAIFA-Jacksonville!

NAIC REQUIRED 4-Hour LTC CE!

If you sell or want to sell Long Term Care Insurance and if you missed the recent NAIFA-Jacksonville presentation of the NAIC four-hour LTC CE that was held this past October, you now have the another opportunity to take this CE!



Wednesday, February 29, 2012 (Leap Year Day)

Deercreek Country Club | 8:30 am - 12:30 pm

COURSE NO. 78593, COURSE OFFERING ID NO. 939770.

\$15.00 for JAHU Members and NAIFA-JAX Members
\$40.00 Non-Members

Please RSVP by clicking [HERE!](#)

3-Hour Senior Suitability State Required CE



Wednesday, March 7, 2012

COURSE OFFERING #945670

State Farm Agency Field Office

behind the Applebee's near Baptist South Hospital
12724 Gan Bay Parkway, Suite 350, Jacksonville, FL 322258

9:00 a.m. - 12:00 noon

Members **FREE**, Non-members only **\$30.00**

Members must register in advance! Seating is limited!

Please RSVP by clicking [HERE!](#)

Young Advisors Team Update

Earn Free Registration for the 2012 Conference in Las Vegas!



Any YAT who recruits 12 or more NEW members during the 2011-12 membership year from July 1, 2011 through June 30, 2012 will receive a free registration for the 2012 NAIFA Career Conference and Annual Meeting in Las Vegas, NV, September 8 - 11, 2012. The YAT who recruits the most NEW members will also receive airfare (up to \$500*) to attend the Conference.

You **MUST** be identified as a YAT in the database. This means that the "Date of Birth" and/or "License Year" must be filled out. Please contact the NAIFA Member Service Center at **(877) 866-2432** to confirm or provide.

The mission of the Young Advisors Team (YAT) is to SOW the value of membership with new and young advisors, so they are empowered to SURVIVE their first years in the business, to GROW into involved NAIFA members and become successful advisors who THRIVE in the industry and our association.

For more information, please click [HERE!](#)

NAIFA-JACKSONVILLE'S 40-HOUR PRELICENSING COURSE

Available Live and Online! Click [HERE](#) for complete details!



UPCOMING COURSE DATES IN 2012!

February 24-27, March 23-25, April 27-30, May 18-21, June 22-25, July 20-23, August 17-20, September 21-24, October 19-22, November 16-19, December 14-17

NEW LOCATION:



Employ Florida Banner Center for Financial & Professional Services
University of North Florida, 12000 Alumni Drive, Jacksonville, FL 32224

Approved by the Dept. of Fin. Svcs. / Course ID 38274. Check our [website](#) for more information.

Online CE from NAIFA-Florida and WebCE

NAIFA-Florida is pleased to be in partnership with WebCE, a leading provider of insurance continuing education services. Through this new partnership, NAIFA-Florida members are eligible for a 10% discount on fees to purchase top-notch online continuing education for insurance professionals.



WebCE's insurance CE programs are designed to allow members to choose specific topics and courses to fulfill their specific needs. WebCE courses cover beginning, intermediate, and advanced training levels, and members can choose either print correspondence courses or online correspondence courses.

Visit faifa.webce.com to enter the NAIFA-FL WebCE web page. The first time you visit the site you will need to obtain a username and password by clicking on "Sign In" on the left hand side of the main page, then clicking on the "First Time Registration" link. Once you've set up your account you're ready to go!

For more information, contact Paul S. Brawner of NAIFA-Florida at (850) 422-1701 or brawner@faifa.org.

Connections That Count!

Don't Lose Us in Your Spam Filter! Please add info@NAIFA-Jacksonville.org or Cherri@NAIFA-Jacksonville.org to your e-mail "Contacts" list and update your spam filters to allow us to deliver the latest NAIFA-Jacksonville news and events! For more information, contact the Association office at (904) 695-2300.

Please keep us up to date with your contact information!

To update your membership information with NAIFA, click [HERE](#).

For the latest NAIFA-Jacksonville news and events, please visit our website at www.naifa-jacksonville.org, or contact Association Executive Cherri Coombs-Ohmer, LUTCF at **(904) 695-2300** or email info@naifa-jacksonville.org.

