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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

March celebrates St. Patrick's Day. Many other celebrations are taking place as well.

Here at NAIFA we are celebrating March Membership Madness and YAT Awareness in

March. Learn if you have the luck of the Irish with incentives to help you build your client relationships, obtain a chance for free conference registration in Las Vegas this September or just plain green, as in cash!

We would like you to join your NAIFA colleagues at this month's luncheon, sure to be a real treat with **Ms. Joanne S. Wilburne, Esq.**, of the Tampa area. Ms. Wilburne is an Attorney that specializes in Social Security Law and will be bringing us a presentation describing "Social Security Benefits: Approval to Denial." This will no doubt help you as an agent as you help educate your clients and, **by the way, all attendees will receive 1 hour of Insurance CE credit.** That's right! Our April attendees, when **Greg Mazzei** speaks at the April 25th meeting, will also benefit from a free hour of CE. Registration for our events can be made online through our website www.NAIFA-Jacksonville.org. These luncheons are held at the beautiful University Club downtown Jacksonville.

Thank you to those that responded to my request last month for volunteers on various committees as well our Board of Directors for this upcoming year! We are still taking nominees so be sure to get yours in to the following:

- Association office: info@naifa-jacksonville.org
- Nominations Chairman, Past President Chris Veenstra: chris@gfdic.com

Thanks to **Jim Burkett** for organizing and using his valuable time to teach our upcoming FREE CE to Members on Wednesday, March 7th, the 3-hour, state-required Senior Suitability course from 9:00 am - 12:00 noon at the State Farm Agency Field Office. With help from members like Jim, we all WIN!

The Department of Financial Services has made some recent changes to the 2-15, 40 Hour pre-licensing procedures. Be sure to send your prospective agents to NAIFA Jacksonville's online or live courses. **Beginning February 24, 2012, Pearson VUE will begin**

MARK YOUR CALENDARS!

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



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 S. Wilburne
(includes 1 hour CE)
11:30am - 1:00pm
The University Club
Register online by clicking [HERE](#).

APRIL 25, 2012

Membership Luncheon
Celebrating Disability Insurance Awareness Month
Guest Speaker:
Greg Mazzei
(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

handling the entire examination process, including the examination fees. The cost of an examination will drop to \$42 per exam, a 25% savings. Applicants will no longer need to apply with the Department and become authorized before taking the exam, except bail bond applicants. Note: The Bail Bond application process has not changed, and all Bail Bond applicants must first apply for a license and become authorized before scheduling and paying for the examination. All applicants, will schedule and pay for their examination on Pearson VUE's website.

There will no longer be any Exam-Only applications, as applicants will be able to take the exam as many times as they like before they apply with the department. Bail Bond applicants must apply for the license and be authorized for the exam before scheduling and paying for the exam with Pearson VUE. The PearsonVUE site is www.pearsonvue.com/fl/insurance. The new examination candidate handbook can be found at www.asisvcs.com/publications/pdf/121000.pdf.

Sincerely,

Gene Bryant
President, NAIFA-Jacksonville



3-Hour Senior Suitability State Required CE

REGISTER TODAY!

Wednesday, March 7, 2012

9:00 am - 12:00 noon

State Farm Agency Field Office

Behind the Applebee's near Baptist South Hospital
12724 Gan Bay Parkway, Suite 350, Jacksonville, FL 32258

FREE for members of NAIFA-Jacksonville and the Jacksonville Association of Health Underwriters and **\$30.00** for non-members!

Members must register in advance! Seating is limited!

Please RSVP by clicking [HERE](#).



Next NAIFA-Jacksonville Membership Luncheon

Wednesday, March 28, 2012

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

**Social Security Benefits:
Denial to Approval**

INCLUDES ONE HOUR CE! (Course Offering # 934302)

GUEST SPEAKER:

Joanne S. Wilburne, P.A.



Joanne found her niche as a legal advocate and has been helping clients win disability claims for nearly ten years. Admitted to the Florida Bar in 1997, she has been a practicing attorney since 1998.

Also an educator, Joanne has combined her love of teaching with a passion for justice that began in her 20's when her family's business closed and the family suffered serious financial loss. Her continuing work as a legal advocate enables her to help often frustrated disability claimants learn to navigate the system, maintain their dignity and secure the monthly income and benefits to which they are entitled.

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 March 23rd, the cost is only \$20.00!

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

Thank you to Joanne S. Wilburne, Esq. for sponsoring our luncheon!

NAIFA-Jacksonville Blood Drive Update

Submitted by **Alicia S. Burst**
Community Service Chair



Thank you to all of our generous donors at our most recent Blood Drive on February 23rd!

As of this writing, the list of those of you NAIFA members and our affiliates has not yet been released. **But this is a reminder that one lucky recipient will win the APPS \$100.00 drawing at our March Membership Luncheon!**

IF you made the effort, please be sure to notify me so your name will be included in the drawing.

You should feel very good about the time you invested, knowing you may well save a life (or three), with just one donation.

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.

IFAPAC



**IFAPAC 2012 CAMPAIGN:
Get off the Bench
& Get in the Game!**



IFAPAC Madness is February 1st - May 4th, 2012!

[CLICK HERE FOR COMPLETE DETAILS!](#)

NAIFA-JACKSONVILLE'S 40-HOUR PRELICENSING COURSE

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

UPCOMING COURSE DATES IN 2012!

**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.

Membership Pays!

Make the Most of Your NAIFA Membership with these Professional Practice Tools & Tips:

- [NAIFA Virtual Library](#)
- [NAIFA Virtual Assistant](#)
- [NAIFA's Advisor Today Magazine and Podcasts](#)
- [NAIFA SmartBrief](#)
- [The Career Activity Management \(CAM\) System](#)
- [The Value Pitch Process](#)
- [LIMRA/NAIFA Sales Booster Assessment Tool](#)
- [LIFE Foundation Materials](#)
- [Million Dollar Marketing System](#)
- [The One Page Business Plan](#)
- [NAIFA ClientCast by Rea/Wealth](#)
- [ClientCast Upgrade](#)
- [NAIFA Bookstore](#)



Check the [Professional Resource Guide](#) for a complete list of membership benefits!

IT PAYS TO BE A MEMBER!

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!](#)

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.

