



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



Coming Soon: The Best National Association of Insurance & Financial Advisors, **NAIFA-Jacksonville**... located in beautiful Downtown Jacksonville, FL

A lot of what we read or view today is nothing more than hype. What would make you believe what you are about to read? Why is this article any more credible than the "hype" that many have grown accustomed to?

*Let's deal with just the facts. As of this writing, NAIFA-JAX is still **NUMBER 1 Medium Local in Florida!** Yet, we have not reached our desired destination...*

FLORIDA

| Local | Current Members | New Members | Renewed Members | Lapsed Members | Award Level Count |
|-----------------------------|-----------------|-------------|-----------------|----------------|-------------------|
| NAIFA - Broward | 208 | 27 | 169 | 52 | 228 |
| NAIFA - Central Florida | 251 | 35 | 196 | 61 | 275 |
| NAIFA - Jacksonville | 274 | 36 | 206 | 46 | 282 |
| NAIFA - Palm Beaches | 188 | 14 | 147 | 59 | 229 |
| NAIFA - Southwest Florida | 103 | 8 | 87 | 29 | 123 |
| NAIFA - Tampa | 270 | 31 | 212 | 74 | 308 |
| Florida Total | 1294 | 151 | 1017 | 321 | 1445 |

([CLICK TO ENLARGE](#))

Our Lapsed numbers hurt us, as much as they hurt the other Five "Medium" Associations shown above. However, we continue to turn our numbers to the appropriate direction: New Members "UP"; Lapsed Members "Down"; Renewals "UP".

Thanks again to our Membership Team for contacting: those approaching renewal, those on our lapsed list and our (increasing) number of managers setting 100% participation goals for their Agents. Thanks to those in the Life and Health Industries, the P&C Producers, Paramedical Services, as well as every "Active" Member helping our Membership to increase, however they can. Thanks to

MARK YOUR CALENDARS!

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



MAY 23, 2012

Membership Luncheon and Annual Meeting
Featuring the Election of our 2012-2013 Officers and Board of Directors
GUEST SPEAKER:
B. Lee Harrison Jr., CLU, ChFC, LUTCF
[CLICK HERE TO REGISTER ONLINE!](#)

JUNE 27, 2012

Membership Luncheon
Featuring the Installation of our 2012-2013 Officers and Board of Directors
GUEST SPEAKER:
Pat McManamon
[CLICK HERE TO REGISTER ONLINE!](#)

JULY 16-18, 2012

NAIFA-Florida 2012 Career Advancement Conference and Expo
"Exceptional Learning 2012"
Hyatt Regency Grand Cypress, Orlando, FL
[CLICK HERE FOR COMPLETE DETAILS AND REGISTRATION!](#)



everyone as they seek New Members!

We have a phenomenal team this year which was built from our previous leaders...the best in all of Florida. We also believe the momentum we have to move forward is second to none. The wait til' next year syndrome will not cut it with NAIFA-JAX.

Watch this year's progress! Then, our new "experienced" team of nothing but LEADERS will prevail, setting even higher achievements. And, that Team will be Coming Soon... NAIFA-JAX.

Respectively,

Gene Bryant
President, NAIFA-Jacksonville



NAIFA-Jacksonville Annual Meeting & Membership Luncheon

Wednesday, May 23, 2012

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



11:30 AM - 1:00 PM

**Featuring the Election of NAIFA-Jacksonville's
2012-2013 Officers & Board Members!**

CLICK [HERE](#) FOR OUR SLATE OF OFFICERS AND DIRECTORS

PLUS GUEST SPEAKER:

B. Lee Harrison Jr., CLU, ChFC, LUTCF
President and Founder, North Florida Financial



"Life's Lessons"

Lee is a lifelong native of Tallahassee, Florida, who entered the insurance business in 1970 after attending Florida State University. He is Past President of Tallahassee AIFA and Florida State GAMA. He has served on the Editorial Board for the National *GAMA News Journal* and on the Board of Directors for GAMA International's Finance Committee.

Lee is a graduate and moderator for AMTC and LUTC, a Pace Qualifier for the American Society of CLU and ChFC, and a Life and Qualifying Member of the Million Dollar Round Table. He is a member of the MDRT Foundation, the National GAMA Platinum Foundation, the GAMA International Speakers Bureau, the Association for Advanced Life Underwriting (AALU) and the CLU Foundation. As one of Guardian's most successful and respected General Agents, Lee has been elected by his fellow General Agents to serve as a member and Chairman of Guardian's Field Advisory Board.

Lee has been a General Agent for The Guardian Life Insurance Company since 1990, North Florida Financial Corporation won Guardian's President's Cup Award in 2002 and 2005 and has qualified for the GAMA Master Agency Award for the last eleven years, as well as, the CLU Professional Growth Award for Outstanding Agency Education.

The cost is **\$20.00** for Members and **\$25.00** for Non-Members.

CLICK [HERE](#) TO REGISTER ONLINE!



SPECIAL THANKS TO OUR LUNCHEON SPONSOR!



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NAIFA-Jacksonville Blood Drive Update

Submitted by Alicia S. Burst

Congratulations to Jeanne Peterson!

Jeanne is the latest winner of the APPS Paramedical \$100.00 drawing after participating in NAIFA-Jacksonville's recent Blood Drive on February 23rd!



Check our website at www.naifa-jacksonville.org for our next Blood Drive date!

"Exceptional Learning 2012"

**NAIFA-Florida 80th Annual Career
Advancement Conference and Expo**



July 16-18, 2012

Hyatt Regency Grand Cypress, Orlando, FL

Click [HERE](#) for a complete brochure which includes the registration and descriptions of all conference sessions and continuing education seminars.

To register online, click [HERE](#)!

Check www.naifaflorida.org for the latest news and updates!

YAT Takes NAIFA-Florida to School!

Join NAIFA-Florida on **July 16-18, 2012** for our annual State Convention at the Hyatt Grand Cypress Resort in Orlando. Immediately following the networking event and door prize giveaway on Monday, all conference attendees are invited to continue the fun with our YAT's for an exclusive one-of-a-kind party at Bar Louie, featuring Nashville recording artist **Jamie Davis**!



Transportation Provided!
FREE Entrance!
Private Party!
Food and Drink Specials!

For more information, please contact YAT State Chair Rod Whited at **(352) 219-6259**.

Young Advisors Team Update

Submitted by Cheryl Canzanella
NAIFA-Jacksonville YAT Chair



Special thanks to those who attended our YAT Social at the University Club in March. Check our website for the next opportunity to mix and mingle with like-minded young professionals throughout the insurance and financial services industry!



From left to right: **KC Padgett** (MassMutual), **Becky Brothers** (Principal), **Rob Eleazer** (MassMutual), **Cheryl Canzanella** (MassMutual), and **Alicia Burst** (APPS Paramedical).

NAIFA 2012 Career Conference & Annual Meeting

Registration is now open for the NAIFA 2012 Career Conference & Annual Meeting, to be held September 8 - 11 at Caesars Palace in Las Vegas!



Each year NAIFA members come from across the nation to enhance their professional development, connect with colleagues, tend to the governance of your association, and support the advocacy and political action work that is protecting your industry.

Long time attendees and first timers alike will all gather at Caesars Palace, and you should too!

For complete details and registration, click [HERE!](#)

IFAPAC UPDATE

As all of us know we were engaged in a collective effort nationwide, in an attempt to gather political contributions, early in the year, as opposed to "year-end". This program was kicked off by NAIFA IFAPAC nationally and was called "Get off the Bench & in the Game!"



As of last week the two biggest contributing states, going into the final stretch, were Florida and Nebraska (*if it were a basketball game, I would have expected the Florida Gators to go the champion's corner - ha ha*). However, to date, we have not heard the final count. Thus, next month, I will be reporting on the results of this campaign!

Please bear in mind that victory is never final and defeat is never fatal. Freedom is a precious gift that unfortunately needs our constant vigil. History is our reminder that nothing on this earth worth having comes without a price.

Please realize that our money is a most worthy tool to maintain the vigilance we need to perpetuate the values and integrity we and the ones that went before us have created and maintained in our industry for the past 170 years! It is truly up to us, to maintain this legacy for those that will follow after us.

We are living in difficult times, as we all know! Capitalism has become a dirty word and socialism is trying to sound fashionable... this is nothing more than evil in disguise. For anyone who has studied history knows that we are the finest nation on earth and have done more to advance life, liberty and happiness than all other nations combined. We must never yield to anything less.

Please continue to contribute to our most worthy cause. Thanks to all who've contributed and to those that have committed to contribute to our industry and most importantly our clients, who actually are the final recipients of our beliefs and efforts!

Respectfully,

Jayme G. Alfano, CLTC, ChFC, CLU
NAIFA-Jacksonville IFAPAC Chairman

2012 IFAPAC CONTRIBUTORS:

Jayme Alfano
Denny Axman
Gene Bryant
Alicia Burst
Michael Halloran
Margie Harner
Garland Hudson
Rogers Joseph

Louis J. Larmoyeux, III
Patrick Lueschen
Joe Maltese
Robert D. Markwalter, II
Kyle P. Mooney
Cherri Coombs Ohmer
Jerome Piper
Michael P. Saunders
Kathleen A. Scott
Robert Tison
Timothy VonEbers

As of April 30, 2012

For more information about IFAPAC and to contribute securely online, please click [HERE](#).

NAIFA-JACKSONVILLE'S 40-HOUR PRELICENSING COURSE

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

UPCOMING COURSE DATES IN 2012!

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



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.

NAIFA NEWS

The Latest Headlines from the National Association of Insurance and Financial Advisors



- * [Medical loss ratio harms consumers, agents](#)
- * [AHIP Course Discounts for NAIFA Members](#)
- * [SRO Bill Will Provide Appropriate Oversight of IAs](#)
- * [NAIFA: Senate Bill on Insurance Licensing Would Benefit Agents and Consumers](#)
- * [Brian Ashe Named 2012 John Newton Russell Memorial Award Winner](#)
- * [Kelsey National - Disability Insurance to Safeguard Your Income](#)
- * [NAIFA Issues Statement on Supreme Court Health Care Law Hearings](#)
- * [NAIFA's APIC Legislative Contacts Attend Congressional Meetings](#)
- * [NAIFA May 17 Webinar - The New Rules for Cold Calling in 2012](#)

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.



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