



CAL Advisor E-Newsletter

National Association of
Insurance and Financial Advisors
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Newsletter

December 2011

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1451 River Park Drive
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Quick Links...

[Our Website](#)
[2012 Calendar of
Events](#)

*Check out the new
feature to add dates
into your calendars*

[About Us](#)
[Board of Trustees](#)

Alert: Act Now to Protect Your IFAPAC Contributions!



IMPORTANT NOTE: *If you do not fill out a member directive, your entire contribution will be kept in NAIFA's federal PAC and this could seriously impact our ability on the state level protect your interests.*

After you have consulted with your compliance department, please reply by printing out the attached [IFAPAC Contribution Directive form](#), fill it in, and sign, and fax back to NAIFA-California at (916) 646-8130.

Or complete the form online by [CLICKING HERE](#). You will need your NAIFA Member ID to



President's Message

We are now at the close of the year and it is an appropriate time to be thankful for the experiences of the past year. I encourage you to spend time with family and friends during these last days of 2011. We tend to procrastinate or put things off until later. For some later never comes and we need to embrace the moment and tell those people who are important to your life, how you value them.

I recently attended the services of a client who fought a hard battle with breast cancer over the past seven years. She kept fighting until the end but always kept a positive attitude. Looking at the positive, she had seven more years with her family and her imprint was very evident in the celebration of her 65 years of life and how she touched so many people.

We have to feel good when we can help the families with their planning to provide security for their families when they pass away due to accident or illness.

As an insurance professional, we provide the tools for business and family security. Whether it is life, annuities, disability, long-term care, health, auto, home or other type of coverage, as their agent we provide the advice and make recommendations on how to provide security for themselves, their family, or their business.

We should all feel very proud of the services we provide on a daily basis to our valued clients. The service we provide is at work, at home, and in our community. Seize the moment and share the holiday spirit with those around you.



Michael K. Fiamingo,
LUTCF (Mike)
NAIFA-California
President

log on and your password is your last name in lowercase.

If you have any questions, please contact Sandy Henderson at shenderson@planfinancial.com.

Thank you for being a NAIFA-California member and supporting our political action committee and advocacy efforts!



You can Join, Renew and Obtain information critical to NAIFA Members by visiting www.naifa.org
[Download a Quick Guide to NAIFA's Website Here](#)

Our Sponsors

A special thank you to the following sponsors for their continued support!

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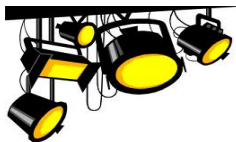
FARMERS

State Farm



My thanks and good wishes to you, your family, and your staff as we end 2011 and leap into 2012 with our plans and dreams for a bright future. Thank you for your efforts on behalf of NAIFA-California.

Michael K. Fleming



Spotlight on Benefits

Bottom line - NAIFA provides value for your membership!

The NAIFA Coaching Program

NAIFA has partnered with a select group of experienced, industry-focused coaches to provide NAIFA members access to products and programs created by this coach community to further enhance your growth and success, as well as opportunities for individual and group coaching at special member rates.

What are the benefits of coaching?

- ▲ Dramatically impact your sales and practice management performance
- ▲ Stay focused on your goals
- ▲ Group and individual coaching experiences accelerate success
- ▲ Increase your determination and confidence
- ▲ Evaluation and review of current marketing plan helps determine current state of your business
- ▲ Take your business to the next level using new, powerful marketing strategies
- ▲ Learn valuable practice development models and methods that will appeal to all agents and advisors, at any career level
- ▲ Understand how to engage more meaningfully with prospective clients, current clients, staff
- ▲ Access to free online tools and resources, and special member discounts on popular, best-selling books



James A. Farden, CLU, RHU
 NAIFA-California Member Benefits Chair

The NAIFA Coaches, Bob Arzt, Stan Hustad and Norm Trainor, offer NAIFA Members coaching and training support on the topics of sales, marketing and practice development.

For more information, visit www.naifa.org/benefits/networks/naifacoach.cfm or contact Teri Shaw, Director of Marketing, Professional Development and Education at 703-770-8225 or tshaw@naifa.org

Membership



Jennifer D. Williams
 Vice Chair Membership

Congratulations to our October MVP winning team Randy Judge and Fred Granados, from NAIFA-Mt. Diablo, for effective membership recruiting. We are well under way with our two incredible contests and are building momentum in our locals. Don't be left out of the fun and rewards. All NAIFA members are encouraged to participate. Our first contest for **Membership Superstars** who recruit 5 new NAIFA members by May 15, 2012, will receive a special invite to attend a private session with Ian Hill at the NAIFA-California Annual Meeting and Sales Exposition, in beautiful Monterey, May 22-23, 2012. Thank you to those who have forwarded your team names for our MVP Recruiting Contest, and to our Commissioner, Peter Buechler. There are many awesome prizes and the contest is open to all NAIFA-California members.

All you need to do is create a two person recruiting team and forward your team name to Peter at peterb@bgainsurance.com. Each team has the opportunity to earn points every month for various recruiting activities.

Gold

 **Thrivent Financial** for Lutherans®
Let's thrive.



Bronze



If you haven't visited the newly re-designed [NAIFA-California website](#), I highly encourage you to do so. There are tons of new and awesome tools to help you recruit new members, retain renewing members, and reconnect with lapsed members as well as the new NAIFA National Online Service Center. You can find all of this at the NAIFA-California website (www.naifacalifornia.org) under the [Membership Toolbox](#) or contact [Peter Buechler](#) or myself, [Jennifer Williams](#). We are here to help your associations grow to new levels. Let's be # 1 in the Nation for our great Federation! Peter and I wish you and your families a very Merry Christmas and a safe and Happy New Year.



Peter J. Buechler
CFP®, CLU, ChFC,
FLMI
Membership Chair

Monthly Legislative Update



Michael S.
McCaffrey, LUTCF
Government
Relations Chair

Get Details on
Legislative Victories,
Current Status
of Legislative Bills
and Dept. of Insurance
Notices on our
[Advocacy webpage](#)



Shari McHugh
Legislative
Advocate

Mark Your Calendars!



May 22-23, 2012
[For More Info](#)
Embassy Suites Monterey
1441 Canyon Del Rey, Seaside, CA 93955
(831) 393-1115



Hotel Room Reservations:
Make your room reservations now by [clicking here!](#)
Room Rates are \$159.00 Single/Double
Deadline for Group Room Rate is Monday, April 20, 2012



Our Mission:
To advocate for a positive legislative and regulatory environment, enhance business and professional skills,

and promote the ethical conduct of our members.

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