



Spokane Newsletter

January 15, 2008

Dear NAIFA - Spokane Members,

January 23rd is our MDRT "Top Producers" CE seminar. Remember we changed the date for this event from our fall calendar because we have our "Day On The Hill" event on January 16th.

It is with great excitement that I announce our three speakers for this event. Our first speaker will be Mr. Bob Thompson of Beneficial Life. Bob will be speaking on "The Importance of Compliance Through Proper Fact Finding". Bob will be sharing what he has learned over his eighteen years in the business the value of a complete and thorough fact finding verses the yellow pad approach.

Mr. Vincent Polis, a Lifetime Member of MDRT and a top producer for Knights of Columbus, will be our second speaker and will be talking on "State Compliance and the Psychology of Ethical Client Centered Needs Analysis".

Our third speaker will be Mr. Mark Lupton of Northwestern Mutual Life. His topic will be "Understanding the Nuts and Bolts of Disability Income". This is an often missed sale, crucial to protecting a persons family and business.

All three speakers will also be sharing sales ideas with a question and answer time. You won't want to miss this event to learn from these top producers on how to grow your business.

Highlights from our "Day On The Hill" will be shared at this meeting as well. We must all be kept up to date on the legislative issues that affect our business and products which we provide to our clients.

This event is being held at the Moran Prairie Library, 6004 S. Regal, (Just south of 57th and Regal on the west side of the street). The Meeting room is on the east side of the building. Registration begins at 8:30 am and our meeting will run from 9:00 am to 1:00 pm. We will furnish donuts and fruit along with coffee and fruit drinks. The cost is \$5.00 for NAIFA-Spokane members and \$15.00 for non-members. Limited parking is available in the east parking lot and more parking is available on the street. Please register by the 21st of January so we can accommodate for seating and refreshments.

You can preregister by email to Dave Bailey at dave@kofcagent.com or by calling 362-1714.

I look forward to seeing you at this meeting and please remember to bring a non member guest.

Sincerely,

Randy R. Kimm, LUTCF
President NAIFA-Spokane
509-921-2207/939-6004
randykinsurance@yahoo.com.