



November 3, 2006

Greetings to all NAIFA- Spokane Members,

With the winter season upon us and elections behind, we are entering into another exciting year of new sales opportunities and life planning. We are taking every effort to provide the tools for you to position you for the greatest productive year in your business. Our last top producer meeting featured heart to heart talks from some of Spokane's finest. Many thanks to Jim Bockemuehl, Dave Christy, David Wolf and Sarah Rieger for sharing insights into their hearts and practice. We will make an additional effort to feature more of these sessions later next year. Sometimes it can be challenging to spread the word about upcoming meetings, so we encourage everyone to call into our office and update your email address and/or contact information. We are trying to have an appointed designee at each agency to be a liaison between the association and their office.

Please make note of our "ole fashion" pancake feed coming up in December which will provide you with an opportunity to munch and mingle with your newly elected legislators. With every election, change is inevitable and now more than ever is the time to stay informed of pending legislative issues which could change the way we conduct our business strategies and plan for our clients.

We understand your business can be grueling at times but would encourage you to make an effort to support your local at one of our upcoming meetings scheduled this year. Most of our meetings are free to you as a member and we have made every effort to bring you the best.

We are restructuring our local and always open to your opinions and ideas. We invite you to visit our web site for an up to date report on current events, schedules and a list of our contacts.

From our educational arm, we currently have LUTCF classes being taught, and will be offering a class for the newest designation, the Financial Services Specialist FSS, with classes starting early next year. If you or a colleague would be interested in attending please contact our office as to your intentions.

If you are interested in being an active part of NAIFA, we encourage you to call our office for more information. We have several committees you can support and always welcome additional help. I personally would like to thank each of you for your continued support of our local association and I have included a copy of our current calendar of events for the 2006/2007 year.

Warm Regards to All,

Allyn W. Edwards, CSA
President, NAIFA-Spokane