

NAIFA—Huntsville

Professional Development—Advocacy—Representation

P.O. Box 674
Huntsville, AL 35804

November 2009
www.naifahuntsville.com

A Message from the President:

"If you believe in yourself and have dedication and pride- and never quit, you'll be a winner. The price of victory is high but so are the rewards." -Coach Paul Bear Bryant

Come and join us for the annual awards luncheon on Wednesday, November 18th at the Holiday Inn. Don't miss the chance to learn from these achievers and congratulate them on their great year. Also, our speaker for this meeting is from Assurant Health Care. She will be educating us on a very "hot" topic, Health Care Reform.

Don't forget to bring you pocket books! We will be auctioning off an autographed football signed by Coach Saban.

I look forward to a great meeting and I hope to see you there!
Joe David

New NAIFA dues structure:

NAIFA is increasing the national dues by \$110 on Jan 1, 2010. Dues increases for the subsequent years are expected as well - - an additional \$15 on Jan 1, 2011 and again on Jan 1, 2012. Currently, NAIFA Huntsville dues are \$351. This includes \$96 in local dues, \$65 in state dues, and \$190 in national dues. Beginning with renewals on or after Jan 1, 2010, total dues will be \$461. Neither local nor state dues have increased in several years and are not expected to increase at this time.

This may not be good news during these trying economic times. However, NAIFA, NAIFA Alabama, and NAIFA Huntsville need your support now more than ever. Our Administration has already taken over GM - the largest auto maker in the world, and AIG - the largest insurance company in the world. The potential tax revenue from Financial Services (which includes life insurance) would equal 1/3 of the gross national tax revenue that the Fed is currently receiving - if it could be taxed. The only reason that the LIFE INSURANCE EXISTS is due to a quirk in the IRS code, which allows the inside buildup of cash values and death benefit proceeds to remain UNTAXED. If you are debating whether or not to renew, ask yourself this question: "Could I sell my client a life insurance policy if he/she is going to receive (continued on page 2)

Association Meetings:

WHERE: Holiday Inn Downtown Sunroom

TIME: 11:30 for lunch with business meeting immediately following.

ADJOURNMENT: 12:45 so please be prompt.

November 18th Please RSVP by November 12th

January 20th Please RSVP by January 14th

April 21st Please RSVP by April 15th



The Holiday Inn has changed their format, so RSVPs are required to ensure enough food for all attendees.

** RSVP to kay.helmbrecht@knology.net ***

New NAIFA dues structure: (continued)

an IRS 1099 every year on the taxable interest from the build up in the policy? In addition, could I sell my client this policy if his/her beneficiary is going to receive an IRS 1099 on the death benefit proceeds? Basically, NAIFA's main focus is to keep Congress from rewriting the IRS code regarding taxation of life insurance cash value and death benefits. If the current administration get's their way, then your clients will be receiving these 2 – 1099's. And what happens to your career? NAIFA is or best line of defense in keeping Congress from attacking and taxing these benefits. Is it worth \$461 next year to help maintain your livelihood and your family's financial security?

As a rule of thumb, most professional organizations set their dues and PAC structures at 1% of the professional's gross revenue. For example, if you are making \$46,100 per year, then these dues are about right. If you are making \$100,000 per year, in addition to these dues, you should be contributing another \$550 per year to IFAPAC to help NAIFA in their fight against the taxation of life insurance benefits.

NAIFA members on the average make 20% more than their counterparts who are non - NAIFA members. Do you want to be in the upper 20%, or the lower 80% of income producers in the insurance business?

NAIFA membership gets you 4 lunches per year, access to some motivational speakers, networking possibilities, sales ideas, ability to win industry awards, newsletters, magazines, etc. The real reason for NAIFA's existence is to fight for your jobs and future. All other benefits become worthless if WE and NAIFA loose this fight!

Please continue to support NAIFA, NAIFA Alabama, and NAIFA Huntsville. Renew your NAIFA membership.

Calling all football fans!!!!

The University of **Alabama** and **Coach Nick Saban** have generously provided us with an autographed football to auction off. A portion of the proceeds will benefit the Miracle League of North Alabama. The NAIFA Huntsville Golf Tournament this past May was held for the benefit of The Miracle League as well. This is a HOT item, so bring your wallets and checkbooks and come ready to bid!



NAIFA Mission Statement

The mission of the National Association of Insurance and Financial Advisors is to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of our members.

This Month's Speaker

Daren R Allen Regional Vice President of Sales Assurant Health

At Assurant Health, Mr. Allen is responsible for leading, directing, and motivating Regional Sales Directors and Managing General Agents to achieve corporate revenue and growth targets. He also contributes to initiatives designed to help enhance field sales support.

Mr. Allen has more than 20 years of insurance industry experience including employment with WellPoint Health Networks. His extensive experience in small group and individual sales strategies have proved invaluable to independent agents and field sales teams.

After receiving a Bachelor of Arts degree in Political Science from California State—

Northridge, Mr. Allen went on to earn a Masters degree In Public Administration from California State University—Dominquez Hills. He is an active member in the National Association of Health Underwriters (NAHU).

He will speak to the group concerning the Health Care Reform issues currently being discussed by lawmakers on Capital Hill.

Reform Concerns? Health Care

Who can you call or write?

Parker Griffith
417 Cannon HOB
Washington, DC 20515-0105
(202) 225-4801

Jeff Sessions
335 Russell Senate Office Building
Washington, DC 20510
(202) 224-4124

Richard C Shelby
304 Russell Senate Office Building
Washington, DC 20510

Membership Listing

Name	Date of Renewal
Isabel Abiseid	12-31-09
Jonathan E. Anderson	10-31-10
Boyd C. Batchelor	12-31-09
William A. Bee	12-31-09
W. Baxter Booth	6-30-10
Grantland Ross Brewer	4-30-10
Larissa Ann Bryant	12-31-09
Joe David Cantrell	4-30-10
Alena Downs	4-30-10
Douglas D Dutcher	12-31-09
Gary L Ely	4-30-10
Tammy Fisher	2-28-10
Cari Foscue	3-31-10
Benjamin B. Gamble	12-31-09
G. Wayne Green	2-28-10
Rodney Harris	12-31-09
Terry Hood	12-31-09
Michael Innes	7-31-09
Kim Johnson	12-31-09
William C. Mathews	1-31-10
Albert Leon Mc Mullin	3-31-10
Leslie R. Miller	12-31-09
Bobby L. Myers	12-31-09
Robert C. Noel	12-31-09
Elease H. Oliver	4-30-10
William R. Partlow	10-31-09
William Patrick	12-31-09
Ronald Price	12-31-09
Randy Rathmann	4-30-10
Howard R. Reed	6-30-10
Ronald E. Reed	6-30-10
Richard Schrimsher	2-28-10
Alan F. Simonis, Jr.	12-31-09
Arthur Smith	12-31-09
Iris Sutton	10-31-09
Macklyn M. Vann	12-31-09
Braxton E. Wade	4-30-10
Westly Wenger	12-31-09
Sharon Crabtree White	12-31-09
Howard A. Wiggins	10-31-09
Bradley S. Williams	10-31-09
W. Thomas Younger	12-31-09

If your renewal date is on or before 12/09, please contact NAIFA in order to renew.

See the article on page 2 concerning dues structure.

Total Current Membership is 42.

Proposed 2009-2010 NAIFA-Huntsville Officers

President: Joe David Cantrell
 jcantrell@alfains.com
 President Elect: Richard Schrimsher
 rschrimsher@alfains.com
 2nd VP: Ben Gamble
 bbgamble@ft.newyorklife.com
 Secretary/Treasurer: Wayne Green
 wayneinal@yahoo.com
 Immediate Past President: Kim Johnson
 kimjohnson@ft.newyorklife.com
 National Committeeman: Al Wiggins
 alwiggins09@yahoo.com
 AAIFAPAC Chair: Open
 Golf Tournament Chair: Alan Simonis
 asimonis@firstprotective.com



LTC Partnership

Did You Know?

Many Alabama Agents are unaware of the State's Long-Term Care Insurance Partnership Program. It was initiated by the State of Alabama Medicaid Director in November, 2008. It is designed to protect the purchasers of Long-Term Care Contracts - specifically, the asset eligibility and the recovery provisions of the State's Medicaid Program.

Agent's must receive training and demonstrate knowledge of the program. Currently licensed individuals holding the "accident and health or sickness" license will have until December 31, 2009 to complete a one-time 8 hour training course offered by an approved instructor.

Newly Licensed agent's on or after March 1, 2009 must also satisfy the one-time 8 hour course and will not be allowed to solicit or sell Long-Term Care Insurance until it has been completed.

If there is an interest in coordinating a class, please contact Kim Johnson. (kimjohnson@ft.newyorklife.com)