

# LIFE NOTES

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**NAIFA GADSDEN BOARD OFFICERS & DIRECTORS**

- David Lipscomb President  
North Western Mutual  
256-546-4680
- Ken Lewis V-President  
Life of Alabama  
256-543-2022 ext 2022
- Tom Terry 1st V-President  
Farmers Insurance  
256-546-2100
- Kerry Wilson, Executive Secretary, State & National Committee Person  
Kerry Wilson Insurance  
256-546-2811
- Board Members: Randy Duckett; Ali Renfroe; Jo Ann Gray; Mike Bettis; Jason Ellen; Leslie Hyde; Jerry Baker, Phillip Robinson.

## FIRST ANNUAL NAIFA GADSDEN GOLF CLASSIC IS A HUGE SUCCESS!

Naifa Gadsden held it's First Annual Golf Classic at Twin Bridges Golf Course, Gadsden on Friday September 21st. Twenty four teams, and 48 players participated. The "T" time was 8:00 a.m. The teams were called out, lined up, and left to play 18 holes.

Lunch was served, and prizes were awarded at noon.

"Over \$3,000 worth of gifts were given out. Every player received a gift. That made this Tournament memorable for the players", says Naifa Gadsden President, David Lipscomb. (Shown in the background in the photo above.— on the left—wearing the white shirt and white visor). "The cash prizes of \$400 for first place, \$300 for second place, and \$240 for third place were a good incentive also. We wanted to attract a lot of players, and we hope the Tournament will be ever bigger and better next year", says Lipscomb.

Jason Ellen co-chaired the event. Many thanks to David Lipscomb and Jason Ellen. See all the photos at : [www.gadsdenalu.com](http://www.gadsdenalu.com) Click on the link—golf photos.



Alfa Team Ricky Hampton, Jimmy Brown, David Herrod, and Chuck Hawkins, Claim 1st Prize of \$400

## LONGEST DRIVE MARSHMALLOW CONTEST

How far can you hit a marshmallow? What kind of club should be used? Do you place it on a "T". Should you place it flat side down, or roundside down?

These are just some of the questions that were asked Friday during the "Longest Drive Marshmallow Contest.

One thing for sure. No one will soon forget the experience. One player remarked, "This is the weirdest thing that I have ever done." Many of the Twin Bridges (cont'd)

## LONGEST DRIVE MARSHMALLOW CONTEST (CONT'D FROM PAGE 1)

Employees and other golfers came just to watch. Many remarked, "I haven't ever seen a marshmallow hit before."

The Twin Bridges resident pro Jason thought it was a lot of fun, and a great novelty. He only asked that the marshmallows were cleaned up. He didn't want them tracked into the clubhouse.

Many of the marshmallows were flattened out, or sliced in half, or just went a few feet. Some of them were eaten, before they even had an opportunity to be placed on a "T". By the end of the day, they were pretty sticky, and they didn't travel as far as they did earlier in the morning.

Believe it or not: Brian Williams hit a marshmallow 25 yards; Danny Weeks 30 yards; Jerald Rogers 34 yards, and the winner of the little 4" car was Doug Blackwell of Gadsden Regional who hit a marshmallow a whopping 40 yards!



Phil Owens watching to see where the marshmallow lands.

## NAIFA MARKS ANOTHER SUCCESSFUL DAY ON THE HILL

More than 1,200 members of the National Association of Insurance and Financial Advisors (NAIFA) Brought their message to Capitol Hill last week during NAIFA's 118th Annual Convention, which took place in Washington, DC. On Tuesday, September 11, NAIFA members visited their representatives in Congress to discuss the key issues facing the life insurance and financial services industry.

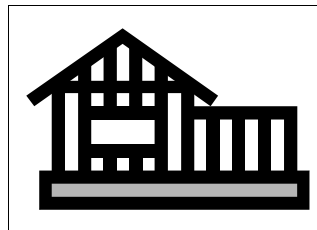
In more than 400 meetings with members of the Senate and House of Representatives, financial advisors and insurance agents from across the country voiced their opposition to the proposed Insurance Industry Competition Act of 2007 (S.618, H.R. 1081), a bill that would undermine state insurance regulatory authority and ultimately reduce competition in the industry.

"We are very pleased with the outcome of the Day on the Hill", said NAIFA CEO John Healy.

## TAGGART EXPLAINS THE IMPORTANCE OF 12B-1 FEES

"Only life insurance and related products transfer away from the individual the financial risks associated with dying too soon, living too long, or becoming disabled. This unique guarantee protects individuals, families and businesses from financial peril despite life's inevitable risks," explained NAIFA President Jeffrey J. Taggart, CLU, ChFC, LUTCF.

"The 12b-1 fees are a cost-effective way for investors to receive professional assistance and advice. In the absence of 12b-1 fees clients would end up paying more in either hourly or asset-based fees to receive the same level of service, said Taggart.



Caption describing picture or graphic.

*"Only Life insurance and related products transfer away from the individual the financial risks associated with dying too soon, living too long, or becoming disabled."*

## PRESIDENT GEORGE BUSH SIGNS PROCLAMATION

President George W. Bush sent a letter acknowledging September 2007 as Life Insurance Awareness Month. Thirty-four state governors and Washington, D.C., Mayor Adrian Fenty have signed written proclamations in support of this year's public awareness campaign. In addition, the National Association of Insurance Commissioners and the National Conference of Insurance Legislators signed similar proclamations earlier this year.



Pres. Bush Signs Proclamation

In Congress, Life Insurance Awareness Month resolutions (S. Res.201 and H.Res. 584) have been introduced in both chambers and are expected to be adopted this month.

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## TERRY LEWIS STEPS DOWN

After serving 13 years as the Executive Secretary of NAIFA GADSDEN, Terry Lewis decides to step down effective September 15, 2007.

Terry Lewis served in the post since 1995, when the former Executive Secretary Early Jones stepped down.

The Executive Board meet on August 20, 2007, and named Kerry Wilson as the new Executive Secretary and Treasurer of NIFA GADSDEN. Kerry has been a member of NAIFA GADSDEN since 1985, and a member of the Local Board of Directors since 2002. Wilson has served in every capacity on the Local Board including President, and is a recipient of the Associations Lifetime Achievement Award. He is currently serving as the State & National Committee Person, and the Area IFAPAC Chair Person.

Terry Lewis plans to concentrate on his family, health, and his business. We wish Terry Lewis well, and we appreciate his loyalty, and dedicated service for over 35 years to NAIFA GADSDEN.

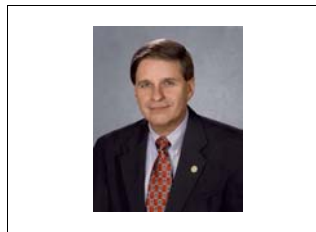
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## GADSDEN MAYOR SERMAN GUYTON ADDRESSES NAIFA GADSDEN

Members and guests of monthly meeting of NAIFA GADSDEN were honored to be addressed by Gadsden Mayor Sherman Guyton on Thursday, September 20th.

The Mayor spoke on a variety of topics, including Gadsden City Cleanup of Neighborhoods; Economic Development; Transportation; and Life Insurance Awareness.

Each NAIFA GADSDEN member attending received 1 hour of C. E. Credit for attending.



Gadsden Mayor Sherman Guyton

*“President George Bush Proclaims September 2007 as Life Insurance Awareness Month”*

## NAIFA GADSDEN

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*Your Success Is Our Bottom Line*



The Gadsden Association of Insurance and Financial Advisors was formed and chartered June 10, 1966 in Etowah County in the city of Gadsden, Alabama. Incorporation papers were filed the same year. The original board of directors were: Ronald Burk, J. Ed Burns, Calvin Gaskin, James Hammock, Taylor Hardy, S.B. Jacobs, Ralph Mackey, Hobart Winton and L.D. Camp. Ronald Burk served as President for the initial year and James Hammock served as secretary for the Association.

G.A.I.F.A. was originally chartered and incorporated as G.A.L.U. (Gadsden Association of Life Underwriters), with a name change implemented in 1999 to conform to the actions of the National Association.

The Association territory covers the Etowah and Cherokee counties of North Alabama with primary emphasis in the cities of Gadsden and Centre, Alabama. The Association is a 501 © (6) organization.

NAIFA GADSDEN is affiliated with both the State of Alabama Association of Insurance and Financial Advisors and the National Association of Insurance and Financial Advisors.

G.A.I.F.A. is a Hometown Celebration receipt having qualified for the prestigious Louis I. Dublin Community Service award 8 times. The Association has also been awarded the Robert L. Rose Education Award, four Public Relations Awards, and the Association Achievement Award on numerous occasions.

Our purpose is to increase the knowledge of association members and the general public of the principles, functions and financial programs, to promote, protect and advance the best interest of the people engaged in the sale and service of insurance and financial products. To render civic and community service and do all things necessary and prudent for the advancement of the insurance and financial services industry.

## NAIFA MEMBERSHIP BENEFITS

If you are not already a member, Join NAIFA today.

Membership Benefits include:

- Education and Training.
- Produce Sales & Quality Recognition.
- Discounts on Business Resources.
- The Advisor Today NAIFA magazine.
- AAIFA News State magazine.
- Life Notes Local Newsletter
- Opportunity to earn 12 C.E. Credits per year at local meetings, at no cost to members.
- 4 Luncheon Meetings and 1 Awards-Banquet per year.
- Annual Sales Symposium with Speakers like Gene Stallings, and Million Dollar Round Table Speakers.
- Client Building
- Leadership Opportunities
- Join today online at: [https://secure.naifa.org/registration/membership\\_app.pdf](https://secure.naifa.org/registration/membership_app.pdf) or <https://secure.naifa.org/registration/> or call Kerry Wilson at 256-546-2811.



[www.naifa.org](http://www.naifa.org)