NAIFA-NYS Leaders Team Up to Move the Association Forward

Pictured (top L-R): John Hobika, Mohawk Valley; Joe Tavernite, GMR/NAIFA-NYS Treasurer; Phillip Held, Buffalo; Vinny Dallo, Rochester; Dan Dalin, Syracuse; Bob Gruber, NAIFA-NYS Board; (bottom L-R): Dean Purdy, Orange-Sullivan; Josh Lauer, Buffalo; Larry Holzberg, NAIFA-NYS President; Al Brodbeck, NAIFA-NYS Secretary; Sam Chavarria, Syracuse
Not Pictured: Don Damick, Finger Lakes/NAIFA-NYS VP & Nat.’l Committeeman
We are

**Security, Assurance, Solutions, Care, Reliability and Value-Driven.**

Amalgamated Family of Companies was created with the vision of providing insurance protection to hard working Americans. Our unwavering commitment to providing security is underscored by three decades of “A” (Excellent) rating from the A.M. Best Company. Since our founding in 1943, the people and companies that we serve have come to rely upon Amalgamated to deliver more than just life insurance protection. Through our family of companies we have grown to provide a diverse range of value-driven services and solutions, with the assurance of reliability built through seven decades of consistent care for working Americans and our client companies that they work for.

David J. Walsh
**President and Chief Executive Officer**

Amalgamated Life Insurance Company
333 Westchester Avenue, White Plains, NY 10604
www.amalgamatedlife.com
When you peel back all the extraneous material that oftentimes comes with trade associations, you reveal the essential core of any group: its membership. Whether it is the number of members, or the quality of the membership experience, or the engagement of the members in the association’s activities, it’s really all about the membership.

NAIFA-NYS and our national partner NAIFA have been feeling some pressure in the membership area over the past several years. Some have left the associations because membership is not paid for them as it may have been once upon a time by a carrier, an agency or some other party. Some have left the associations because they are no longer in the business. And still others have left because the association did not “speak to them” in terms of services and programming.

One call to our association home early in September was from a soon-to-be former member who used one of those explanations when requesting to be removed from the association’s rolls.

Of course, we have tremendous members who spend many hours and considerable sums to promote and advance our organization. We also have a great many other members who cannot commit the time or resources, perhaps, but who also understand the importance of having a vibrant trade association which represents the profession’s interests in the halls of government, and also promotes the practice of the profession with practice management advice and counsel. They know that being a part of the association is crucial to maintaining its strength and viability.

While we all wish there was more engagement of our members in association activities, especially among our younger professionals, the leadership has steadfastly pursued expansion of association offerings to help reverse the membership trends we are currently experiencing. If there are things your association should and could be doing to attract and retain members, please, by all means, let us know what you are thinking. If you are not sure what we are doing to expand services, programs and overall impact, consult our new website and this publication, or give our offices a call at 518.915.1661.

Most importantly, if you think you can attract fellow life agents and financial advisors to our ranks, let us know and we will assist you in any way we can because, after all, this is what your trade association is all about.

On a related note, and as suggested above, I want to draw your attention to our new website. Our management team, together with new outside media advisors, have put together a very attractive, easy-to-use and informative website at www.naifanys.org. Information will also be flowing much more regularly to the site as our management team will be populating it directly, as opposed to relying on outside vendors to provide content, as the previous system required. Initial reviews have been very positive and we believe you also will like it. Happy browsing.

If there are things your association should and could be doing to attract and retain members, please, by all means, let us know what you are thinking.

LARRY HOLZBERG, LUTCF
Larry joined Wealth Advisory Group in early 2015, with over 25 years of experience in the life insurance sales, team management and brokerage marketplace. His role at Wealth Advisory Group allows him to work in all three areas. He contributes to career growth and development as well as brokerage operations, and is also a producer.

Larry spent 14 years as a Principal of Rampart America. Directly following, Larry headed up the expansion of brokerage operations for American Business. He currently serves as the President of the National Association of Insurance & Financial Advisors (NAIFA) - New York State, and is an active member of the Association for Advanced Life Underwriting (AALU), and GAMA International.

Throughout his career Larry has qualified for numerous awards, including Security Mutual Life President’s Cabinet every year during his tenure there. He is an avid golfer, and is past president of his Country Club. Larry sits on the Board of Directors of Project Heal and the Long Island Caddie Scholarship Fund. Larry resides with his wife, Joan, and their two daughters, in Commack, NY.
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EXECUTIVE DIRECTOR’S MESSAGE

State, Local NAIFA-NYS Leaders Team Up to Move the Association Forward

Gathering Caps a Year of Meetings to Get and Keep NAIFA-NYS on Track

There has been no shortage of meetings since Park Strategies took over the administrative responsibilities for NAIFA-NYS last year. These meetings have not been for meeting sake, but because there is much going on in the association, and so much for us here at Park to catch up with from past executives. From meeting with NAIFA-National in Falls Church, to attending the Performance + Purpose national convention in Las Vegas, meeting with the Life Insurance Council of New York in Cooperstown, meeting with the New York Department of Financial Services at various times in New York City and Albany, and so many others in between—association officials and staff have been traveling the state and country to make sure issues of greatest interest to us are being aired and that we have not let anything fall through the proverbial cracks.

One of the most important meetings to have taken place so far, without a doubt, has to be the local association presidents’ meeting that took place late last month in Cooperstown. Presidents from local associations around the state joined with association officers to reconnect after many years of seemingly independent existences. The meeting, as President Larry Holzberg said in addressing the assembled presidents, was to “open communications between state and locals, and to assure everyone that we’re in better shape than we thought we were because we are all people who care about our profession and our people.”

Nothing could be clearer or more precise—or more important. So much of the work done by your association officers and management over the past year was in anticipation of this meeting. Informing the most critical conduit to our membership—the local association presidents—and the exchange of information and ideas between them, was exhilarating and portends well for the future success of our association. The local presidents and others in attendance at the meeting had an open discussion on pressing issues, including that of the move to create state-run retirement funds, perhaps the most critical threat to the sale of permanent life insurance, as President Holzberg put it at the meeting.

The picture on this edition’s cover shows your leaders of our state and local associations. They deserve tremendous credit for giving of their time and energy to help move NAIFA-NYS forward. They deserve your support and appreciation. I know they have mine.

…“open communications between state and locals, and to assure everyone that we're in better shape than we thought we were because we are all people who care about our profession and our people.”

GREGORY V. SERIO, lead partner in the risk and insurance practice group of Park Strategies, LLC, is a former superintendent of insurance for the State of New York.
NAIFA and NYS: Performing with Purpose
A Report from the NAIFA Annual Convention
Last month, visitors of Las Vegas casinos stood at brightly colored slot machines and spinning roulette wheels. They bought tickets for shows and wandered The Strip. But in the conference halls of the Rio All-Suite Hotel—the site of the September 17-19 NAIFA Performance + Purpose Annual Conference—there was a more enduring, less neon-glow kind of enthusiasm. There, attendees were placing sure bets on a stronger NAIFA, and NAIFA-NYS was there to help.

More than 1,100 people from around the country were at the conference, including nearly 20 NYS board members, local association leaders, and management staff, all there to discuss state and federal advocacy efforts and practice management how-tos. An impressive parade of the flags of the 50 states—a reminder that NAIFA is a national federation of individual state associations—opened the convention. State Treasurer Joe Tavernite did the honor of presenting our NYS colors.

Turning a Page

Long-time NAIFA attendees surely noticed a difference between this year’s event and those in the past—and that’s just what NAIFA National had in mind. In lieu of delegate meetings, caucuses, and colorful campaigning, the 2016 version—officially called “NAIFA Performance + Purpose 2016”—highlighted education. That meant sessions on charitable planning for the middle class (no, charitable giving isn’t just for the super-wealthy), ten ways to jump start your career (looking for a renewed sense of purpose?), successful prospecting (so how do successful advisors find clients?), and Obamacare (yes, it’s great news for life insurance agents).

There were sessions on the revised future of long-term care insurance, on how to talk to your clients about disability insurance, and on the ins-and-outs of Medicare, among dozens of other discussions.

The convention ended on an exceptionally positive note, with unanimous opinion that the dark days of NAIFA are far behind it and that the officers and executives are poised to take the association to new levels of effectiveness. New York’s delegation gave a rousing acclamation in support of the new leadership slate, which includes Paul Dougherty as NAIFA president, Keith Gillies as president-elect, Jill Judd as secretary, and Matthew S. Tassey as treasurer.

The newly inducted Board of Trustees includes David Beaty, Brock Jolly, Thomas O. Michel, Charles Olson, and Greg Toscano.

It was a conversation that could strengthen NAIFA advocacy efforts in states throughout the country and assist already effective NAIFA efforts on Capitol Hill. National recognizes and welcomes the unique role that NAIFA-NYS can now play within the NAIFA federation, thanks to an NYS management team with decades of legislative and regulatory experience in New York as well as in other states—including roles at the National Association of Insurance Commissioners (NAIC) and the National Conference of Insurance Legislators (NCOIL)—not to mention on Capitol Hill.
FEATURE

Talk of an NYS/National collaboration wasn’t reserved for behind closed doors. At a State Association Presidents’ meeting that rounded out the Annual Conference, Diane Boyle, NAIFA’s senior vice president of government relations, gave a shout-out to NAIFA-NYS and its willingness to work on behalf of all NAIFA associations.

On day two of the conference, NAIFA-NYS officers and association staff had a face-to-face with Jill Judd, incoming NAIFA treasurer. The discussion turned to substantive issues, particularly the growing threat of government-run retirement plans that could upend the business of life insurance agents and financial advisors. NYS officers laid out our organization’s game plan for defeating such a proposal in New York—including meeting this summer with the sponsor’s legislative counsel to discuss alternative approaches and drafting of NAIFA-NYS legislation that would require an NYS feasibility study before the state could implement a government-run plan. Stay tuned for more details.

As proposals gain momentum in the states (with the apparent blessing of federal officials), state-run retirement plans is one area, our NAIFA-NYS officials said, where New York can be a model for other NAIFA affiliates.

Voting “Yes” to Implement NAIFA Strategy

The NAIFA 20/20 Strategic Plan lays out a bold framework for bringing the Federation into a new era of success. Doing so, however, requires resources, and so delegates at the Las Vegas conference overwhelmingly approved—including strong support from NAIFA-NYS—two bylaw amendments. The first raises each member’s national dues investment by $6 per month, a necessity as membership numbers have declined.

The second bylaws amendment allows the NAIFA Board to set a uniform dues rate for companies that want to pay group rates for their advisors. Such dues revenue will be shared, with 60 percent for national and 40 percent for the state. The state then will allocate its 40 percent share between the state itself and its local associations, as it deems appropriate.

Management to Management

In addition to the panels and workshops designed for NAIFA members, the Performance + Purpose conference featured special sessions for association managers. NAIFA-NYS actively participated in all eight hours of discussion, sharing what NYS is doing—our new membership strategy got a thumbs-up from other state managers—and learning from the efforts of other associations. Big states, small states, local associations, we all had something to say.

NAIFA executives stopped by to update on national efforts to boost membership, talk about good governance strategies, and highlight efforts to jumpstart locals. There also was lots of discussion about millennials, the exceptionally diverse up-and-comers who are the future of the life insurance industry. They want to do good in the world, so to get them involved in the industry and, of course, in NAIFA we must...
appeal to their sense of community and desire to make a difference. We ignore that at our own peril.

The Performance + Purpose 2016 Annual Conference was something big. It wasn’t the focus on education over caucusing, though that was certainly a major change. It wasn’t the keynote speakers who motivated and entertained or the flashing casino games we walked past on our way to the conference center. No, it was larger than that. This annual convention was the start of the next era of NAIFA, and with new leadership, new resources, and a new vision for the future, the association promises to be something great.

NAIFA-NYS is proud to be part of the team.

Representing NYS at the Annual Meeting were President Larry Holzberg; Vice President and National Committeeman Don Damick; Secretary Al Brodbeck; Treasurer Joe Tavernite; board members Gary Cappon, Robert Gruber, and Stephanie Rivas; as well as Peter Browne, Samuel Chavarria, Vinny Dallo, Nate Hasto, Phillip Held, Robert Miller, and Jennifer Saez. Executive Director Greg Serio and Deputy Executive Director Candace Thorson attended on behalf of NAIFA-NYS management.

Syracuse AIFA Wins Prestigious Jack E. Bobo Award

NAIFA-NYS congratulates its Syracuse association for winning the coveted Jack E. Bobo Award of Excellence—considered by NAIFA to be “the pinnacle of achievement within the NAIFA federation”—for the organization’s efforts in 2015-2016. The Bobo award—whose winners were announced just prior to the NAIFA Annual Conference in Las Vegas—highlights associations that excel in all facets of association management, including Advocacy & Government Relations, Governance & Administration, Membership, and Programs & Professional Development.

“The 172-member strong Syracuse local,” said NAIFA-NYS President Larry Holzberg, “has long been one of NAIFA-NYS’ most active associations and has demonstrated a commitment to serving and growing its membership. The award is well-deserved and is a reminder, as NAIFA-NYS re-energizes and recommit its members, of how dedicated New York NAIFA members are to serving their communities.”

“We’re honored that NAIFA recognizes the work we’ve done this year,” said Syracuse AIFA President Dan Dalin. “We strive to give agents in our area the resources they need to excel in the industry and to serve consumers in a caring and ethical way, and are proud to say that our members serve their clients with distinction. The challenges facing advisors today certainly reinforce the need to join NAIFA.”

Leading the Syracuse association in 2015-2016 were President Gary Cappon, then-President Elect Dan Dalin, Secretary/Treasurer Sam Chavarria, and Immediate Past-President Michael Caron.

Richard Cote served last year as the Syracuse National Committeeman, joined by Russell Andrews as IFAPAC/APIC chair, Andy Schaffel heading up the Young Advisors Team (YAT), and Kiehl Hutchings leading the Health Committee, among other distinguished volunteers.

The Bobo award is named for Jack E. Bobo, CLU, FLMI, who served with distinction as a NAIFA president and executive vice president.

More information about the Syracuse AIFA is available on its website, www.naifanet.com/syracuse.
WEB UPDATE

NAIIFA-NYS Unveils New and Enhanced Website, Next Step in NAIIFA-NYS Revitalization

On September 7, NAIIFA-NYS marked the start of Life Insurance Awareness Month (LIAM) with the unveiling of a new and vastly improved website—a more streamlined, visually appealing, and informative resource for NYS life insurance agents and financial advisors, and the consumers they serve. The new website construction is part of a year-long revitalization of NAIIFA-NYS, and exhibits an ongoing re-commitment of the association to the needs of its members and their insureds.

“The site, www.naifanys.org, is not only significant in its vast improvement on the earlier version,” commented NAIIFA-NYS President Lawrence Holzberg, “but it is among the strongest NAIIFA websites in the nation.”

“Our association now has an online presence that in a clear and coherent way explains what’s happening in New York and in DC, what NAIIFA-NYS and NAIIFA National are doing to protect life insurance agents and consumers, and what tools are available to help producers grow their business,” continued Holzberg. “It’s a major departure from the past and further proof that NAIIFA-NYS has turned a page.”

Donald Damick, NAIIFA-NYS vice president and committee man representing NAIIFA-NYS at its national association, said the timing of the new website roll-out is important. “September is a very important month in the life insurance business, as it is the time when we concentrate special efforts to inform and educate the general public as to the importance of life insurance as a critical personal economic security tool. This new website will substantially improve our ability to bring our message to the public.”

The new site returns NAIIFA-NYS to the traditional blue-and-white logo that guided the association for decades and is the template for all NAIIFA symbols used throughout the United States. Among other things, www.naifanys.org also describes the critical benefits derived from NAIIFA-NYS membership and provides up-to-date, comprehensive information on NAIIFA-NYS legislative and regulatory issues of interest to insurance advisors and consumers.

The website also includes more accessible NAIIFA-NYS and NAIIFA news and legislative alerts—for timely info on state and federal concerns; offers better information on NAIIFA educational programs, practice management resources, and other benefits; showcases the work of the local NAIIFA associations around New York; and provides a more organized and easier navigation than the prior version.

“An association’s website is a reflection of the work it does and its potential,” said President Holzberg, “and the new www.naifanys.org makes clear that NAIIFA-NYS now has much to be proud of with this new site.”
Life insurance. It is something too many people only think about in terms of the protection it provides to the insured. While the financial security life insurance provides is unquestionably vital and something every person should have, what is often overlooked is the fact that the industry is also one of the strongest drivers of New York’s economy.

In New York State alone, the life insurance industry provides direct jobs, indirect employment, needed investments in other industries and payments to policy holders, who in turn spend that money on goods, services and necessities in New York.

It is why the Life Insurance Council of New York (LICONY) fights so hard every day to make sure the legislative and regulatory climate in New York is one that will allow our member companies and affiliates to do business and grow in New York. There is absolutely no doubt – without a thriving life insurance industry, the economy of New York would suffer.

In fact, the life insurance industry, directly or indirectly, supported approximately $22.5 billion in Gross Domestic Product (GDP) in 2012. This generated an estimated $2.5 billion in state and local taxes, with an estimated 1.8 billion of that coming directly from life insurers and their employees.

Those are some impressive numbers, but let’s take a deeper dive into just what life insurers contribute to New York’s economic picture.

A Direct and Indirect Job Creator

New York is the center of the U.S. life insurance industry. In fact, the industry began in this state more than 250 years ago.

The life insurance industry, with 171 life insurers licensed to do business in New York and with 85 domiciled here, employs approximately 61,000 people in this state alone. Those jobs support an additional 92,000 non-insurance jobs, which means the industry is responsible for more than 153,000 jobs in New York.

Investments that Power a State

The impact life insurers have on New York's economy does not stop at employment. According to the American Council of Life Insurers, in 2016 life insurance companies will invest approximately $462 billion of their assets in New York's economy.

Of that, approximately $378 billion is in stocks and bonds that help finance state and municipal infrastructure, utilities, public and private construction. These widespread investments generate thousands of jobs and innumerable services for New Yorkers across the state.

In addition, the life insurance industry provides $34 billion in mortgage loans on farm, residential and commercial properties and owns $1 billion in real property in New York.

Protecting New Yorkers

Currently New Yorkers own eight million individual life insurance policies that average $195,000 in coverage per policy. This translates to $2.2 trillion in total life insurance coverage and our industry is there when these policyholders need us. In 2014, $32 billion was paid to New York residents in the form of death benefits, matured endowments, policy dividends, surrender values, and other payments.

These funds provided financial resources for children to go to college, allowed surviving spouses to stay in their homes, and enabled new leadership in small businesses when unexpected change occurred. Simply put, it meant families, businesses and people stayed in New York, and kept contributing to the economy, when otherwise it may have been impossible.

A Strong and Vital Industry, Now and in the Future

New York needs to maintain an environment that allows the insurance industry to continue to help grow the state's economy and provide consumers with products that help grow and protect their assets. That is what we fight for every day here at LICONY. Our companies are so much more than just a safety blanket for a worst-case scenario – they are one of the strongest economic engines driving our economy.

Mary A. Griffin is the President and Chief Executive Officer of the Life Insurance Council of New York, Inc. LICONY is the principal voice of the life insurance industry in New York. LICONY works to create and maintain a legislative, regulatory, and judicial environment that encourages its members to conduct and grow their life insurance businesses here in New York State. For stories about New Yorkers who have benefitted greatly from purchasing the products of life insurers, go to www.licony.org, and click on “Published Articles” in the NEWSROOM box on the homepage.
AFFAIRS OF STATE

NAIFA-NYS Targets State-Run Pension Plan Legislation

During the 2016 legislative session, NAIFA-NYS was successful in halting legislation that would have set up a state-run pension program for “employees of smaller establishments” and that would have competed with private-market plans.

But now with the movement for “Secure Choice Retirement Plans” gaining ground in other states, the association plans to introduce legislation in the 2017 session calling for officials to conduct a feasibility study before New York could establish such a program.

California, with passage of a mandatory state-run plan on the verge of enactment, could become the first state to require companies to take part in a publicly run retirement system. Similar to the failed New York legislation, the California plan fails to include participation of private-sector insurance and financial service companies.

Connecticut, Oregon, Maryland, and Illinois already are moving to create similar government programs, and the California approach is sure to serve as a template.

Some states have resisted the idea of a mandatory state-run plan. This past year, Washington and New Jersey enacted programs that limit state involvement and recognize the importance of including the private sector. In Colorado, legislators have dropped plans to enact a government-run retirement bill.

NAIFA-NYS understands the importance of retirement security and acknowledges that many New Yorkers are not saving enough. However, it is our contention that a state-run program that competes with private-market plans and requires employers to participate is not the answer.

In successfully opposing the “Secure Choice Retirement Plan” bill in the last session, we pointed out that New York already has a strong, vibrant private-sector market for retirement plans that offers diverse and affordable options, including 401(k) and 403(b) plans as well as both traditional and Roth IRAs, to individuals and employers. If a retirement plan is not offered at work, employees have ready access to low-cost IRAs through local insurance agents, financial advisors, and financial institutions.

There are several factors that contribute to the retirement savings shortfall. Among these are a lack of financial education about the need to save for retirement; competing financial needs that cause many people to live from paycheck to paycheck, with nothing left over each month to put away in a retirement account; and a lack of discipline needed to put long-term security over immediate wants. State-run retirement programs, such as the California plan, will do little, if anything, to change this.

We submit that New York—rather than proposing solutions that do not address the true problem—should use its resources for education and outreach, designed to inform its citizens about the importance of saving for retirement and about the broad menu of existing options provided by our members and the insurance industry.

In addition, and very importantly, the state should support an improved climate for New York’s financial services industry and allow the kinds of products that people without retirement savings will buy and that will serve them well.

NAIFA-NYS understands the importance of retirement security and acknowledges that many New Yorkers are not saving enough.
NYDFS Looks into Deferred Annuity Replacements

During a series of regularly scheduled examinations of life insurers, DFS officials noticed a trend in which, all too often, deferred annuity contract holders were replacing their contracts with immediate annuity contracts—and, in the process, forfeiting thousands of dollars in retirement income. (The newer contracts had less favorable minimum interest rates and annuity mortality rates.) Red flags immediately went up at DFS. Upon further investigation, the Department identified what it believes are violations of both Regulation 60 (11 NYCRR Sec. 51.1 et. seq.) and the new suitability Regulation 187 (11 NYCRR Sec. 224.4(a)).

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The DFS has seen that, in other words, is that the Department believes some insureds are being offered a replacement without being properly apprised of the rights and benefits contained in the older deferred annuity product.

NAIFA-NYS staff learned of the DFS concerns in July, during a quarterly face-to-face meeting in the DFS Albany office. We also learned that—since the universe of potential regulatory violations was substantial—the Department would conduct an industry-wide investigation. DFS asked us to tell our members about the issue, and we did so through a membership-wide electronic notice soon after.

**Regulations 187 and 60: Suitability and Disclosure**

The focal point of the Department’s concern can be found in the provisions of both Regulation 187 (R187) and Regulation 60 (R60). R187 is the newer of the two and provides that a producer or insurer—in recommending the purchase or replacement of an annuity contract—must have reasonable grounds for believing that the recommended annuity is suitable for the consumer based on facts disclosed by that consumer (11 NYCRR Sec. 224.4(a)).

The DFS has seen that, many times, the producer or insurer isn’t telling the consumer how much income he or she is guaranteed under the existing deferred annuity. To determine suitability, R187 requires that the producer or insurer consider whether a consumer will lose existing death, living, or other contractual benefits as a result of the replacement (11 NYCRR Sec. 224.4(a)(4)).

Regarding R60, the consumer must get a comparison of the income options of the existing deferred annuity contract versus those of the proposed income annuity contract, and of other provisions in the contracts. If a producer or insurer fails to give a comparison, then they violate R60 as well (11 NYCRR Sec. 51.7(b)).

Relatedly, the DFS also has noticed that some producers and insurers are failing to provide “betterment of rate” calculations pursuant to Insurance Law Section 4223(a)(1)(E). This statute must be followed even if the transaction is not a replacement.

**Pending DFS Guidance**

NAIFA-NYS is aware that DFS soon will issue guidance—to all producers and insurers—to clarify what’s expected when replacing annuities. Hopefully, the guidance will specify how such replacements should operate under the mechanics of the R60 process. While the Department has not given a time frame for releasing its guidance, we believe the issue is a high priority inside the DFS and that something will be issued soon.

We at NAIFA-NYS have been discussing the subject internally and have given thought to possible regulatory or form changes that may further assist our members in complying with the statutory and regulatory requirements related to annuity replacements. If any of our members have any thoughts, comments or questions, please send them to me at pmolinaro@naifanys.org. We will continue to advocate for and keep our members apprised of developments in this area.

PETER MOLINARO is a Vice President at Park Strategies. He provides consulting services to the firm’s clients on a wide variety of insurance and risk management matters. He also assists in matters related to NYS Workers’ Compensation Board and the State Legislature.

Mr. Molinaro served as Senior Deputy Supt. of Insurance for NYS from April 2002 to April 2007. He was also the Department’s legislative counsel from 1996 to 1998. Prior to this, Mr. Molinaro served as G.C. to the NYS Workers’ Compensation Board.

From 1998 to 1999 Mr. Molinaro served as the Deputy General Attorney of the State Insurance Fund.

He spent 10 years as a litigator in private law practice in Albany and specialized in insurance defense, municipal affairs, school law, and administrative practice.

Mr. Molinaro earned his J.D. from Albany Law School of Union University and a bachelor’s degree in political science from Le Moyne College.

Further development in this area.
EVENTS

NAIFA-NYS Helps to Kick off Charitable Event for the Blind

On August 25, NAIFA-NYS kicked off the 6th annual csbEnvision conference—whose goal is to raise charitable funds for the nonprofit Computer Sciences for the Blind (CSB)—offering insight into how the work of NAIFA-NYS is directly benefiting life insurance agents and consumers throughout New York. It is the third time that NAIFA-NYS has participated in a csbEnvision event, part of the association’s ongoing work to support charitable causes and give back to the community.

“Those of us in the industry need to know,” said NAIFA-NYS President Larry Holzberg in his welcoming remarks, “that without an advocate in Albany—without NAIFA-NYS—we won’t have a say in the laws and regulations that directly affect how we run our businesses. How many of you are impacted by Reg 60? By the regulation governing life insurance sales illustrations? he asked csbEnvision attendees. “How many of you have problems with government-run retirement plans? How many of you think that agent training allowances should be higher?”

NAIFA-NYS is on the front lines, President Holzberg said, in representing New York life insurance producers on these and so many other issues—meeting with regulators, sitting down with legislators, and building on the relationships that NAIFA-NYS staff has forged over decades.

In Washington, Holzberg stressed, the work of NAIFA National gives NAIFA members another level of support and, among other achievements, helped to make the DOL fiduciary duty rule more palatable than it would have been otherwise.

CSB uses modern technology to meet the challenges of blindness and of physical impairment due to brain trauma, Parkinson’s Disease, ALS, paralysis, and other diagnoses. Products and services are provided free-of-charge and serve members of the Jewish community.

The csbEnvision conference took place at the historic Bear Mountain Inn in Rockland County. Attendees hailed primarily from the Jewish financial services industry.

In Washington...the work of NAIFA National gives NAIFA members another level of support and, among other achievements, helped to make the DOL fiduciary duty rule more palatable than it would have been otherwise.
Welcome New NAIFA-NYS Members!

Barbara Artusa  
Guardian  
Phil Assad  
Guardian  
James J. Baranello, LUTCF  
Liberty Life Assurance/Boston  
Munmun H. Bari  
New York Life  
Jill Bassett, CLTC  
Prestige Investing, LLC  
Allison Battino  
Guardian  
Maxwell Bobrycki  
New York Life  
John Boulukos  
Guardian  
Adam R. Cherney, CLTC  
MassMutual Financial Group  
Maria Duchin  
Guardian  
Mark H. Ehrenreich,  
CLU, ChFC, RHU, REBC  
Guardian  
Glen A. Goodman, CLTC,  
CFBS  
MassMutual Financial Group  
Carl Harris  
MassMutual Financial Group  
William Horan  
Guardian  
Lynn Jacobowski  
Guardian  
Yohanna Lajara  
New York Life  
Cosmo Laurino  
Guardian  
Derek C. Lee, LUTCF  
Liberty Mutual Insurance Co.  
Jeanna Lynn Lombardi  
New York Life  
Lelia Mander  
Guardian  
Stephanie Marguiles  
Guardian  
David L. Middlemiss  
HW Syeggy LLC  
Leah Munz  
New York Life  
Caprice Nesbit-Turane  
New York Life  
Lauren O’Connell  
Guardian  
Jason Patanjo  
New York Life  
Jovan J. Rashford, MSF  
New York Life  
Jeanette Redding, LUTCF  
Liberty Life Assurance/Boston  
Gregory V. Serio  
NAIFA-NYS  
Joseph Sparacio, CLU,  
LUTCF, CLF  
MassMutual  
Vivek Subramaniam  
Guardian  
Jared B. Thomas, LUTCF  
Liberty Mutual Insurance Co.  
Candace Thorson  
NAIFA-NYS  
Nicholas Tillman, LUTCF  
Liberty Mutual Insurance Co.  
Jim Vincent  
New York Life  
Charles Watts  
Guardian  
Bernadetta Zarcone  
New York Life  
(as of Sept. 15, 2016)

Do You Have News to Share?  
LIFE NY Would Like to Know.

Has something noteworthy happened in your professional life that you’d like colleagues to know?  
Big promotion, perhaps?  Move to another company?  
Earn an award?  Reach a milestone?

LIFE NY is your magazine—so send us your news  
(e-mail cthorson@naifany.org)  
and we’ll include it in the next edition of LIFE NY.  
Let colleagues know what you’re up to.
NAIFA State and National Leaders Meet, Discuss Opportunities

NAIFA-NYS President Larry Holzberg, joined by association management, traveled on September 1st to Falls Church, VA to meet National CEO Kevin Mayeux and his staff. In meetings including Diane Boyle, Senior VP of Government Relations; Michele Grassley Clark, the new VP of Membership & Association Services; Michael Gerber, General Counsel & VP of Human Resources; Gary Sanders, Counsel & VP of Government Relations, and others, the two leaders discussed ways that National and NAIFA-NYS can coordinate advocacy efforts on the federal and state levels.

There has been much activity, including the federal DOL rule and a National Association of Insurance Commissioners (NAIC) inquiry into financial exploitation of seniors, that have and will require close collaboration among both entities. The threat of state-run pension plans that would displace the private market—such as a plan in California that’s on the brink of enactment—is a joint concern, and what the NYS association achieves—e.g., holding back NYS bills to create a state-run system and offering legislative alternatives—could serve as a model that National brings to other state associations.

Further, in recognition that NAIFA-NYS management participates in NAIC and in National Conference of Insurance Legislators (NCOIL) conferences and public policy efforts, National and NAIFA-NYS officials agreed on ways in which the NYS association can supplement National activity.

Sign Up for DOL Workshop!

If you work with qualified plans and IRAs, then you need to succeed in today’s complex regulatory environment. Visit naifa.org/events/dol-workshop to find out what agents and advisors are saying about the program. The workshop will teach you how to define your roles and responsibilities as a fiduciary, and will explain specific provisions in the rule, including the Best Interest Contract Exemption and Prohibited Transaction Exemption 84-24 requirements. Using case studies and interactive exercises, the course will provide strategies and tactics for identifying your clients’ goals, objectives, risk tolerance, time horizons, expected outcomes and other details necessary to comply with the DOL rule. It will also help you develop client-stewardship attributes required of fiduciary advisors.

The “Serving Your Clients with Fiduciary Compliance” workshop is delivered in a live classroom format that includes lecture, case studies, and interactive participant exercises. The cost is $195 for NAIFA members and $295 for non-members. Included in this fee is free access to monthly live chat sessions with NAIFA’s Government Relations experts, when you can ask questions about the rule and its effects on your practice. For information about a DOL Workshop in your area, visit naifa.org/events/dol-workshop.

The program can also be customized for a company with a minimum guarantee of 100 participants and can be delivered in-house either as a live class or in a series of three live webinars.

For more information, contact Diane Powers, NAIFA’s VP of Professional Development & Education, at 703-770-8226 or at dpowers@naifa.org.

(Courtesy of NAIFA AT Blog)
Reinvigorated NAIFA
Rochester Kicks Off Monthly Meetings, Sets Course for the Year

Our re-energized Rochester association kicked off its first 2016 monthly meeting on September 21, with a 90-minute seminar on “Proven Business Tax Strategies for the Insurance and Financial Professional”—a step-by-step guide to maximizing productivity and profitability. The presentation by Maine Shafer, of Bradford and Co., Inc., was a strong start to NAIFA-Rochester’s 2016-2017 program.

Vinny Dallo, president of the association, was enthusiastic about the upcoming year. “NAIFA-Rochester will once again hold member meetings and we will improve communications. We will do more outreach to members,” he said, “to strengthen the membership we already enjoy. We also will spread the word to non-members, so they understand that joining NAIFA can help them make a more positive impact in their communities.”

Dallo also outlined plans for future programming and reported on the NAIFA National Conference in Las Vegas, which he attended earlier that week.

At the September 21 meeting, NAIFA-NYS Legislative Director Mark Yavorntizki spoke on behalf of the state association, reporting on the new Park Strategies association management staff and the association headquarters in Albany; the revamped NAIFA-NYS website; LIFENY, the new quarterly magazine; the revitalized state conference; the return of the Day on the Hill and Legislative Breakfast programs; and the successful efforts of the legislative and regulatory advocacy team.

“We will do more outreach to members…to strengthen the membership we already enjoy and will spread the word to non-members, so they understand that joining NAIFA can increase their bottom lines.”
NAIFA NEWS

NAIFA Partners with NAAIA

Member’s Access to Professional Education, Political Advocacy Will Strengthen

The National Association of Insurance and Financial Advisors (NAIFA) and the National African American Insurance Association (NAAIA) have formed a partnership to collaborate and work together to strengthen programs that advance member professional development and education, and support political advocacy and engagement. NAIFA and NAAIA launched the partnership with a NAAIA Membership webinar on Thursday, August 25.

“NAIFA and NAAIA are closely aligned in our commitments to advance the knowledge and professionalism of insurance and financial advisors and position our members as industry leaders in financial services,” said NAIFA CEO Kevin Mayeux, CAE. “This partnership reflects commitments from both organizations to create opportunities to diversify the workforce and provide networking opportunities for talented advisors in the field.

The NAIFA-NAAIA partnership also will help unify our members’ voice on Capitol Hill at a time of unprecedented challenges in the legislative and regulatory environment.”

“NAAIA is excited to partner with NAIFA to enhance our mutual efforts and to better position both organizations for success in the achievement of our goals,” said NAAIA National Executive Director, Margaret N. Redd. “Both NAAIA and NAIFA are committed to bringing career and business enhancing solutions and development opportunities to our members. Working together, effectively, toward the achievement of common goals, we are more aptly prepared to take on challenges and have a greater and more positive impact upon our industry, members and the communities which we serve.”

Opportunities for formal collaboration in the area of professional development and education include NAAIA-hosted events at the NAIFA Performance+Purpose annual conference, and NAIFA-hosted events at the NAAIA National Conference. (NAAIA National Chair Quincy Branch, Board Member Kenneth Branch and NAAIA Executive Director Margaret Redd presented a session on “The Impending Talent Gap” on Sept. 18 at the NAIFA conference in Las Vegas.)

Other opportunities include the production, promotion, and distribution of joint NAIFA/NAAIA webinars on industry practices and resources, as well as NAAIA collaboration on NAIFA’s LUTCF designation, LILI program, and other NAIFA programming, and NAAIA participation in joint programming with NAIFA state and local associations.

The new partners also are considering co-organized and co-branded NAIFA YAT and NAAIA Emerging Leaders programming that nurtures, mentors, and trains advisors.

In addition, NAAIA and NAIFA will encourage members to consider membership in the other party’s organization.

On the advocacy and government relations fronts, NAIFA may represent NAAIA on industry task forces and coalitions that work to advance the parties’ mutual interests on key legislative and regulatory issues; may represent NAAIA on Capitol Hill, before regulatory agencies, in state capitals, and with state insurance departments; will give NAAIA access to NAIFA GovAlerts and other advocacy publications and reports; and can provide grassroots advocacy training for NAAIA members.

NAIFA will work with NAAIA to promote member participation in NAIFA’s annual conference, and NAAIA will encourage its members to participate in NAIFA state association Days at the Capitol. In addition, NAIFA and NAAIA will provide each other with advocacy experts at organizational meetings and conferences, and offer customized government relations webinars and other presentations.

“NAIFA’s leadership in grassroots, along with our record of promoting positive legislative and regulatory outcomes, benefits our members and the entire industry,” Mayeux said. “As advocacy partners, NAIFA and NAAIA will work together to form an even stronger voice that ensures lawmakers understand and make informed decisions about the insurance and financial services industry.”

(Courtesy of NAIFA’s AT Blog)
IN FOCUS

The NAIFA-NYS Young Advisors Team (YAT):
Up-and-Comers in the Industry

NAIFA-NYS has an impressive group of young agents and financial advisors—a.k.a. YATs—who are 40 years old or under, or in their first five years in the business. With unique programs to help them succeed, YATs have a special place in NAIFA membership. Welcome, NAIFA-NYS young advisors.

Steven F. Abbass, CLU, ChFC, CFP, CASL
Florella H. Adams
Daniel Robert Adler, RICP
Daniel Adler
Gina M. Aiello
Warren Aiss, MBA
Christopher N. Alderson
Wilton Alexander
Muntaz Ali
Mohammad Alshareef
Michael Altavilla
Valerie Anderson-Campbell
William J. Andracki
Anthony Louis Angelo
Barjes R. Angulo, LUTCF
Jaidi Angulo
Nikos Antivachis
Calogero C. Armandini
Giovanni Armandini
Hiram M. Arnaud
Mohamed Atta
Irvin Averbukh
Christa M. Blasi
Gillian A. Baird
Henry Bak
Linchuan Bao
James J. Baranello, LUTCF
Munmun H. Bari
Jason R. Baribeau
Michele Barnett Occhino
Timothy Robert Bamhart, CLU, CLTC
Northwestern Mutual
CPS Horizon Financial
Prudential Advisors
Prudential Advisors
Guardian
New York Life
Wealth Management Group
Prudential Advisors
New York Life
New York Life
Prudential Advisors
MassMutual Financial Group
New York Life
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New York Life
Liberty Life Assur/Boston
New York Life
Prudential Advisors
New York Life
Occhino Agency, Inc.
Northwestern Mutual
Randolph Baron
Andrew Baron
Sonam T. Baruwa Lama
Anthony Battle, RICP
Lenox Bell
Michael T. Bendrihem
Shannon Bergquist, HIA
Joseph Bernave
Joseph F. Bethmann
Justin Betwarda
Julie Bieger
Nahum Bimbaum
Sarah N. Blankenship
Michele Blatt
Florence Bleich
Tikimia Boatswain
Mawell Bobrycki
Frank Anthony Boccio
Charles Booklet, III
Michael A. Bodack, CLU, ChFC, RHU, REBC
Yoel V. Bodek, CLTC
Brian J. Boder
Julian Boiku
Victoria Borukhova
Ashley N. Bouey
Chris Bowens
Matthew Charles Brady
Justin Brady
Laurence A. Bransgrove, RICP
Price Breville
Jonathan D. Bronfman
Juliet Brown
Aalim J. Brown
Daniel Bruno
Joseph Brush
Dana Budin
Anthony V. Burgio, AWMAR
Vladislav Burlutski
Benjamin J. Bush
The Penn Mutual Life Insurance Company
Prudential Advisors
New York Life
Prudential Advisors
New York Life
Prudential Advisors
New York Life
Mutual of Omaha Companies
AXA Advisors, LLC
Principal
Prudential Advisors
Prudential Advisors
New York Life
MassMutual Financial Group
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Brokers Central LLC
Northwestern Mutual
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Prudential Advisors
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Liberty Life Assur/Boston
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New York Life
John Hancock Financial Services
Prudential Advisors
Guardian
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Brandon Butler
Rosewell D. Butterworth
Catherine Camargo
Andrew Cambria
Neil S. Campbell, RICP, ChFC, CLU, CLF
Brian M. Campbell
Yu Cao
Dora Cardona
Christopher Carei
Benjamin Carl
Marc Carrozza
Brian T. Casey, LUTCF
William J. Castagna
Patrick E. Caulfield
Marianna Cavacas
Anthony Cerra
Matthew T Champion
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Gerald A. Cheers
Likun Chen
Shu R. Chen
Guobin Chen
Wenli Chen
Ying Chen
Chun Mei Chen
Huaiyuang Chen
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Alec Chemenko
Adam R. Chemney CLTC
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Brendan L. Chin
Gary Steven Chupurnoi
Gurpreet Chohan
Yilih Choong
Mustaque H. Choudhury
Samui A. Chowdhury
Leanne Christensen
Kevin James Christopher
Gasper J. Cicic
Samantha Clark, CLF, CLTC
Cynthia Clark
Craig Cobb
Richard Colapinto
Susan L. Combs, PPACA
Danny Conley
Kimberly Conlon
Samuel Connors
Robert Edward Conrad
Stephen T. Constantine
John Content
Timothy J. Cordell
Mike Cordero
Carlos A. Cortez
Bryan Covert

Prudential Advisors
New York Life
State Farm Insurance Companies
Guardian
New York Life
New York Life
New York Life
MetLife Premier Client Group
Prudential Advisors
New York Life
MassMutual Financial Group
Guardians Life
Northwestern Mutual
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MassMutual Financial Group
Prudential Advisors
Guardian
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Prudential Advisors
Prudential Advisors
Prudential Advisors
Prudential Advisors
Guardian
Prudential Advisors
Prudential Advisors
State Farm Insurance Companies
New York Life
Prudential Advisors
Laura Critiea
Douglas J. Cronin
Shane Daniel Crosett
Bryan Crowley
Jason S. Crysler
Matt Curry
Jordan W. Cushman
Chao Dai
Tianwen Dai
Nicholas Dalby
Daniel E. Dalin
Erica Damato
James Davis
Denisse De Leon-Freytes
Bernard Delesus
Patrick DeNisco
Heather Devito
Cynthia Decker
Alexander Deerkop
Frank Delmaestro
Meghan Devecchio
Joseph Deruvo
Frank Desetto
Maria E. Desintonio
Carl Patrick DiCesare, MBA
Piero B. DiLorenzo
Kayla DiPaulo
Joseph Diamond
David Diaz
Michael C. Dicesare
Robert Dick
Thomas J. Dingley
Greg G. Dolojan, MA
Jonathan A. Donatelli, CLU
Gaviel Dorfman
Jeffrey T. Douglass
Julia P. Douk
Morgan Curtis DuBois
Maria Duchin
Bradley E. Dufrane, LUTCF, CLF
Austin Durny
Matthew James Durkin
Charles Dweck, AFP
Wayne Dyer
Fred Edelstein
Daniel Eisen
Oscar Elliott-Williams
Elie Engel
Marc Engel
Cynthia L. Englehardt
Steven J. Episcopo
David Epstein
Barbara Erdei
Ufuoma Eribo
MassMutual Financial Group
Crown Risk Management LLC
MetLife Premier Client Group
Prudential Advisors
Northwestern Mutual
Prudential Advisors
Prudential Advisors
New York Life
Industrial and Commercial Bank of China (ICBC)
Financial Services LLC
Guard Life Insurance Co.
New York Life
New York Life
AXA Advisors, LLC
MassMutual Premier Client Group
Prudential Advisors
Prudential Advisors
New York Life
Northwestern Mutual
Prudential Advisors
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MassMutual Financial Group
New York Life
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Northwestern Mutual
Prudential Advisors
Halliday Financial
New York Life
Principal
New York Life
Principal
New York Life
MassMutual Financial Group
Guardian
MassMutual Financial Group
Prudential Advisors
MassMutual Financial Group
Fortis Lux Financial
Prudential Advisors
New York Life
New York Life
Northwestern Mutual
Prudential Advisors
Guardian
New York Life
New York Life
Northwestern Mutual
Prudential Advisors
Bankers Life Insurance Company
Prudential Advisors
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Lyndsey Kelly, MBA, CLTC
New York Life
Dominic Madonna
New York Life
Keith Andrew Macpherson
New York Life

Roy A. Kennedy
New York Life
Avanna Mair
New York Life

Larry Kennedy
New York Life
Elizabeth Maitland
New York Life

Brendan J. Kenny, CFP, CLU, ChFC
Northwestern Mutual
Verna Maitland
Prudential Advisors

Sanjeeda Khan
Northwestern Mutual
Suudha Malhotra
Prudential Advisors

Muhammad Khiyam
MassMutual Financial Group
Felix Malitsky, CRPC, CMFC, AAMS, AWMA
MetLife Financial Group

Chang Uk Kim
New York Life
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New York Life

Yong Chul Kim
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New York Life

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Allstate NEO

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New York Life

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Prudential Advisors

Alice Kyerewa
New York Life

Travis C. La Borde
Thrivent Financial

Jacob Laliberty
New York Life

Nicholas Lamonaca
New York Life

Wolf Landau
New York Life

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New York Life

Joshua A. Lauer
New York Life

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Harming Lee
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New York Life

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New York Life

Alex Lima
New York Life

Nicholas Victor Limongelli
Guardian

Xiuyu Lin
New York Life

Xiumei Lin
New York Life

Han Xing Lin
Independent Brokers

Michael A. Lis
New York Life

Ming Hui Liu
New York Life

Linjun Liu
New York Life

Vincent Livieri
New York Life

Vincent Lombardo
New York Life

Andrew Loso
Prudential Advisors

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MassMutual Financial Group

Dion W. Morant, LUTCF
MassMutual Financial Group

Phillip Mabey
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Alaine MacDougall
New York Life

Douglas Macklin
New York Life

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Lincoln D. Sick
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Brian J. Stegelbauer
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Thomas Sudek
Celine Jamin Sun
Jonathan Sung
Timothy Talbot
Nilfrank Pio Tan
Carmen Taylor
James A. Taylor
Joe Taylor
Melissa A. Teixeira, CLTC, LTCP
Kai Teng
Michael Tharian
Jared B. Thomas, LUTCF
Eugene R. Tournour
Alessandro J. Tronco, CLU, ChFC, CFP, CASL
Ivan Tsapovski
Chris Tucciarone
Onofrio Tutoloamondo
Lauren Tyler
Michael J. Tyrpak
Patrick J. Underwood, LUTCF
Jose L. Urbano
Joseph Vaccarelli
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Jason F. Valentin
Oscar R. Vallejo, LUTCF
Jennifer M. Valley
Timothy Van Hine
Brett J. VanAntwerp
Zack Verni
New York Life
New York Life
Northwestern Mutual
Bankers Life Insurance Company
MetLife Premier Client Group
New York Life
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John Hancock Financial Services
Eastgate Financial Group, Inc.
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Northwestern Mutual
New York Life
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New York Life
Prudential Advisors
Fifth Avenue Financial
New York Life
State Farm Insurance Companies
Liberty Mutual Insurance Co.
Principal
Northwestern Mutual
Prudential Advisors
New York Life
New York Life
Security Mutual - New York
Tyrpak Financial Assoc.
MassMutual Financial Group
New York Life
New York Life
New York Life
Northwestern Mutual
Northwestern Mutual
New York Life
Guardian
Prudential Advisors
Prudential Advisors
National Life Insurance Company
Andrew J. Villa, CFBS
Jim Vincent
Christopher Voisine, MBA
Anthony Vuoco, LUTCF
Victor Vyas, CFP
Dawn E. Wagner
Alexander Wan
Chen Wang
Jennifer L. Wang
Reginald Warren
David Waters
Rhasshard D. Watkins
Nathan A. Way, CLTC, ChFC
Scott Weber
Hannorel F. Weil
Robert Weinerman
Gary J. Weineke
Steven Whelan
Charles Whitbeck
Paul Whitney
Torry Whitcher
Arthur White
Akeem White
Elloween Williams
Joseph Windsch
Graham Wise
Patti Wittkowski
Joshua M. Wittmeyer
Jeremiah A. Woltz
John Woythaler
Jian Hong Wu
Katerina Xenos
Liping Xu
Hui Xu
Jimin Xu
Songlin Yang
Thomas S. Youngman
Jinruo Yu
Gang Yu
Bernadette Zarrcone
Brian Zarro
Pradip P. Zaveri
Chun Ling Zhang
Shuli Zhang
Kevin Zhang
Guozhen Zhao
Michelle Zhou
Xinli Zhou-Law
Mark S. Zias
Nicholas Zikos
Kenneth G. Zone
Jordan Zongrone
Kathryn Zubler
MassMutual Financial Group
New York Life
AXA Advisors, LLC
Liberty Mutual Insurance Co.
MassMutual Financial Group
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Prudential Advisors
2016 NAIFA MEMBERSHIP APPLICATION

Application for NAIFA - NYS LOCALS: Please check one:

___ Adirondack .................. $515  ___ At Large ................. $495  ___ Buffalo ................. $550
___ Capital District .............. $495  ___ Chautauqua ................ $584  ___ Finger Lakes .......... $495
___ Greater Metro Region .... $495  ___ Ithaca ................. $545  ___ Orange Sullivan ....... $530
___ Mohawk Valley ............... $544  ___ Rochester ............ $575  ___ Ulster ................. $545
___ Syracuse ...................... $555  ___ Western Catskill ....... $495

APPLICANT'S FULL NAME (FIRST, MIDDLE, LAST NAME)
__________________________________________________________________________________
YEAR OF INITIAL LICENSE  DATE OF BIRTH
__________________________________________________________________________________
DESIGNATIONS  TITLE
__________________________________________________________________________________
PRIMARY COMPANY  FIRM / AGENCY NAME (IF APPLICABLE)
__________________________________________________________________________________

Producer Type:
□ Independent Agent  □ Broker  □ Bank Agent
□ General Agent/Manager  □ Multiline Agent  □ Other ______________________
□ Home Service  □ Career Agent

Bank or Credit Card Draft (complete reverse side)
□ Check enclosed in the amount of $ ____________ for annual membership fee (payable to NAIFA-NYS)
□ Charge my credit card $ ____________ for annual membership fee: __ MC/Visa ___ Amex

Card # ____________________________ Exp. __________ CVV # __________ (3 digits MV/Visa – 4 digits Amex)
Cardholder Name/Address/Phone:
__________________________________________________________________________________

Signature ____________________________________________________________

If paying by credit card, FAX to NAIFA-NYS at (518) 977-3370. Mail payment & application to:
NAIFA-NYS, Member Services, 17 Elk Street, Suite 3, Albany, NY 12207
Questions? Contact (518) 915-1661 Email: info@naifanys.org
2016 NAIFA MEMBERSHIP APPLICATION

Please sign & date where indicated on the back of this page.

Membership Agreement
I agree to abide by the association bylaws and NAIFA's Code of Ethics (see below) and certify that:

a. I have not been accused in writing nor found in violation of the code of ethics of any professional organization of which I am a member. A state or federal licensing or regulatory body has not censured, fined or reprimanded me, or revoked or suspended my investment advisor, securities, or insurance license(s). I am not a defendant in a criminal action. If a criminal judgment has been entered against me in the past, it has been disclosed to NAIFA and its predecessors.

b. I agree that neither the Association nor its individual members, officers, directors, agents or employees shall be liable to me, individually or jointly, if this application for membership is rejected or for the consequences of any disciplinary action which may be sought or taken against me under the local Association's bylaws or Amendments thereto or any disciplinary or penal action which may be sought or taken against me under the laws of this or any other state or jurisdiction, or for any statement which the Local Association or any of said individuals may issue relative to any such action; provided, for its or their gross negligence or willful misconduct.

c. I understand and agree that my application for membership will be declined if it does not obtain a majority vote of the Board of Directors, or in the opinion of the Board of Directors, I am or will be unable or unwilling to conform to any of the foregoing requirements.

Signature________________________________ Date_______________

For your information: Your local association (NAIFA – _______________) is a member of the state (NAIFA – NY State) and national (NAIFA) associations. Your dues are divided between each association. Association dues are not deductible as a charitable contribution for federal tax purposes. However, dues payments may be deductible by members as ordinary business expenses. The portion of your dues that the NAIFA federation spends in lobbying activities may not be deducted from your federal income taxes.

This portion of your dues, therefore, is not deductible:

NAIFA $  73.00
NAIFA-NYS $  31.35
Total Does Not Deductible $104.35

AUTHORIZATION AGREEMENT FOR MONTHLY DEBIT/CREDIT PAY

I hereby authorize the National Association of Insurance and Financial Advisors, hereinafter called NAIFA, to initiate debit/charges to my: (select one)

[ ] VISA  [ ] MC  [ ] Amex  [ ] Checking Acct.  [ ] Savings Acct.

at the depository financial institution named below, and to debit the same to such account.

Bank Name/Credit Card Name ____________________________

Bank Routing Number (ABA #)/Expiration Date __________

Bank Account Number ____________________________________

Credit Card Number __________________________

This authorization is to remain in full force and effect until NAIFA has received written notification from me (the participant) of its termination. Written notification must be received by NAIFA by the last business day of the month to avoid a draft for the following month.

Account Holder’s Name __________________________ Date __________

Note: All written debit authorizations must provide that the member may revoke the authorization only by notifying NAIFA in the manner specified in the authorization.

Monthly Debit = Total Dues as noted by local, divided by 12 months + $ 0.50 surcharge

NAIFA CODE OF ETHICS

Preamble: Those engaged in offering insurance and other related financial services occupy the unique position of liaison between the purchasers and the suppliers of insurance and closely related financial products. Inherent in this role is the combination of professional duty to the client and to the company as well. Ethical balance is required to avoid any conflict between these two obligations.

Therefore, I Believe It To Be My Responsibility:

To present accurately and honestly all facts essential to my clients’ decisions;

To perfect my skills and increase my knowledge through continuing education;

To conduct my business in such ways that my example might help raise the professional standards of those in my profession;

To keep informed with respect to applicable laws and regulations and to observe them in the practice of my profession.

The resources you need to succeed!
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✓ Exceptional customer service
✓ Employee satisfaction
✓ An excellent retention & recruitment tool

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