



NAIFA-Pennsylvania Presents

South Central Regional Sales Symposium

8 AM-5 PM October 27, 2010

Penn Grant Centre - 777 East Park Drive, Harrisburg
(Exit 48, I-83)

Featuring:



Jennifer Borislow, CLU, Million Dollar Round Table Second Vice President, will tell us how she made it to become the first woman to lead the Top of the Table.

What does the insurance business have in common with fishing?

Stephen D. Andersen, chairman and chief executive officer of Midlands Financial Benefits, Lincoln, NE, will tell us! A former professional fisherman, Andersen will speak on *"Hunting and Fishing for Clients."*



Political advocacy session— "Grassroots 101: Grassroots v. Grass Tops"
The 2010 election is right around the corner. Join **Jennifer DeProspero** of NAIFA-Greater Harrisburg for a high-energy, interactive session that will teach you why it's important for you to get involved as well as how to influence and build a relationship with your lawmakers.

Plus:

- 4 Continuing Education credits for insurance professionals!
- Lunch
- Exhibits and Networking Opportunities

Brought to you by:



Join advisors throughout the region for a day of education and inspiration!

Register today!

Please sign me up for the South Central Regional Sales Symposium on October 27

Name: _____

NAIFA Local Association: _____

Company: _____

Address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ E-mail: _____

Please sign me up for the following CE Sessions
(choose 2 credits in the morning and 2 in the afternoon):

Morning—

- “Customer Leverage with Life Insurance Contracts,”
presented by Michael Pinkans (2 CE credits)
- “Long Term Economic and Investment Cycles/Trends,”
presented by Steve Brennaman (1 CE credit)
- “Long Term Care: The Niche in the Executive
Marketplace,” presented by Michael Baker (1 CE credit)

Afternoon—

- “Customer Leverage with Life Insurance Contracts,”
presented by Michael Pinkans (2 CE credits)
- “Employer Owned Life Insurance,” presented by Adam Brodman
(1 CE credit)
- “Financial Underwriting Tips,” presented by Adam Brodman
(1 CE credit)

Payment:

____ Young Advisor - \$25

____ Early Registration - \$49

____ Registration (*after Oct. 1*) - \$69

Check for \$____ (payable to NAIFA-PA)

Visa MasterCard AmEx Discover

Acct. No.: _____ Exp. Date: ____/____

Signature: _____

Registration fee:

\$25 for Young Advisors (*age 40 and
under or less than 5 years in the business*)

\$49 Early Registration
(*prior to Sept. 30*)

\$69 Registration (*Oct. 1–26*)

All registrations include lunch and CE

Questions?

Contact Darrell Westby at 717-697-5688
Or the NAIFA-PA office at 717-234-2523

Return completed form with payment to:

Charles E. Bussard, CPA
Nonprofit Accounting Services
271 S. Hanover St., Unit #1
Carlisle, PA 17013

OR fax to: 717-386-5134

OR register and pay online at www.naifa-pa.org

NAIFA-Pennsylvania
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