



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS



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Kasich Tax Plan May Extend Ohio Sales Tax to Commissions as well as Fees

When Governor Kasich announced his Budget proposal earlier this month, he also proposed substantial tax reform which he described in several documents. In one of the documents he described an extension of Ohio's sales tax to entities not yet covered including, as we have reported previously, "Financial Services



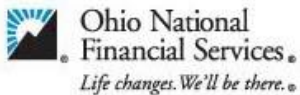
David Field, CAE,
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fee income." The working document did not reference "commissions" directly, but did refer to "insurance-related services (excluding premiums)." The proposal has now been introduced into the Ohio General Assembly as [HB 59](#) and, though some administration officials have said commissions will not be taxed, the Office of Budget and Management (OBM) staff has indicated that "insurance-related services" would include commissions and therefore be subject to a 5% sales tax.

[Read more...](#)

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Day-at-the-Statehouse



March 12, 2013

NAIFA - PROTECTING YOUR BUSINESS!



With mounting national debt, Congress is once again preparing for comprehensive tax reform in 2013. Now isn't the time to make it harder or more expensive for families to build their own financial safety net. NAIFA President, **Rob Smith, J.D., CLU, ChFC, LIC**, will explain how you can help deliver that message to Capitol Hill... and how you can help recruit non-members to join NAIFA's lobbying effort.

Ohio's health insurance marketplace is changing rapidly. In addition, Governor Kasich has proposed a multi-faceted tax program aimed at making Ohio more attractive to business development and growth. **Lt. Gov. and Insurance Director, Mary Taylor** will fill us in.



NAIFA-Ohio's Immediate Past President, **Michael A. Lundy, LUTCF, CLF**, will discuss the importance of why NAIFA members must form close relationships with their lawmakers; discuss the Day-at-the Statehouse; the advantages of helping in a political campaign; testifying before a legislative or regulatory body at the State or Federal Level; and helping to draft/amend/defeat legislation.

Following lunch, attendees are encouraged to visit their state legislators. You can call the state government Centrex number, 614/466-2000, and

ALERT!

Looming Challenges for Life
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ask to be switched to your state representative or senator.

REGISTRATION

Please complete the [registration form](#) and return it to the NAIFA-Ohio office right away! The entire program, including meeting materials and luncheon, is only \$65!

GET TO KNOW YOUR LEGISLATORS!

Click [here](#) for current list of Legislators planning to attend.



You're Invited...

*NAIFA-Columbus Cordially Invites
Members and Their Guests to our*

*Annual Insurance and Financial Advisors
Political Action Committee (IFAPAC) Fundraiser
and Wine Tasting*

*Monday, March 11, 2013
5:00 p.m. to 7:00 p.m.*

*Athletic Club of Columbus
136 E. Broad Street, Columbus OH 43215*

*Meet and Greet with your Elected State Legislators
Hors d'oeuvres will accompany the Wine Tasting*

*Cost: \$60 for NAIFA Members / \$40 for Guests of NAIFA Members
(Must be personal check made payable to IFAPAC)*

*RSVP by Friday, March 1, 2013 by calling the NAIFA-Columbus office
(740) 879-4456, emailing Executive Director Renae Davies at
exec@naifa-columbus.org or online at www.naifa-columbus.org*



[Register today](#) online or simply reply to this email with your RSVP.

Once you have registered, please mail your personal check, made payable to IFAPAC, to NAIFA-Columbus, P.O. Box 448, Lewis Center OH 43035