



# NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS



December 2014

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## NAIFA-Ohio Board

### President

[Jennifer Alford](#)

### President-Elect

[Mark Spears](#)



## Join us for the Mid-Year Management Conference

### 2015 NAIFA-Ohio Mid-Year Management Conference

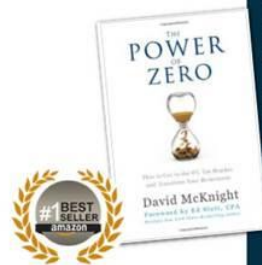
Tues., Feb. 17, 2015  
8:30 a.m.-1:30 p.m.

Registration: 8:30  
Program: 8:55

**Embassy Suites Columbus-Dublin**  
5100 Upper Metro Place  
Dublin, Ohio 43017  
**\$69/member\***  
**\$90/nonmember\***

Registration includes meeting materials and lunch.

Register online:  
[NAIFAOhio.org](http://NAIFAOhio.org)



Mark your calendar now and invite a carload of local association leaders to this important event!

#### We'll discuss:

- Ohio Legislative Update
- Membership Success Tips
- LILI graduation, plus
- Other ways to make your local shine

#### Meet Your Keynote:

**David McKnight**,  
President, McKnight & Company  
Best Selling Author, *The Power of Zero*



David McKnight graduated from Brigham Young University with Honors in 1997. His popular retirement workshop "The Power of Zero" has been seen by thousands of Americans across the country. David's "zero tax" paradigm has been featured in national magazines and is the basis of his #1 Amazon best-selling book *The Power of Zero: How to Get to the 0% Tax Bracket and Transform Your Retirement* from Acanthus Publishing. David has trained thousands of financial advisors on his strategies and currently mentors a group of elite advisors from across the country.

In 2013 David was a platform speaker at \*Forum 400, an annual gathering of the top 1% of financial advisors in the nation. In 2014, he was a Focus Speaker at the annual world-wide meeting of the Million Dollar Round Table in Toronto, Canada.

**REGISTER NOW!**

#### Thank you sponsors:



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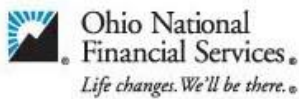
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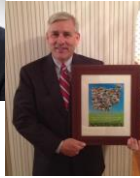


**NAIFA-Ohio Members Elected to Ohio House**

Congratulations to NAIFA-Ohio members...



Representative **Bob Hackett** (R-London)



**Jr.**, (R-

Representative-elect, **Tom Brinkman**, Cincinnati)

on winning their elections to the Ohio House of Representatives. Representative Hackett currently Chairs the House Insurance Committee.

[Read more](#)

**Be a Trusted Advisor to Your Commercial Clients with NAIFA-Ohio/PIAA's Workers' Compensation Group Rating Program**

Your commercial clients already depend on you with their insurance, so it should be a natural fit to manage their risk when it comes to workers' comp insurance, too. As a NAIFA member, you can save your clients money by enrolling them in one of the largest workers' compensation group rating programs in the state, offered in conjunction with Professional Independent Agents Association of Ohio, Inc. (PIAA).

[Read more](#)

**Ohio Navigator Groups to Receive Federal**



**Save the Date!**

***NAIFA-Ohio ALC/Annual Meeting***

July 29, 2015

Worthington Hills  
Country Club - Columbus

*Develop the leader within you  
by taking advantage of one of  
the most powerful NAIFA  
member benefits...*



Accepting [applications](#)

up to  
**December 31, 2014.**

## Grant Funds

Three Ohio organizations should receive nearly \$3 million in federal navigator grants to assist enrollment in the Affordable Care Act's Health Insurance Marketplace, according to the U.S. Department of Health & Human Services.

In total, HHS will award \$60 million in navigator grant awards to 90 organizations in states with federally facilitated and state partnership health insurance exchanges. The funding aims to support preparation and outreach efforts in the second year of marketplace enrollment.

[Read more](#)

## Number of Uninsured Ohioans Declines, Census Bureau Says

Almost 50,000 fewer Ohioans lacked health insurance in 2013 compared to 2012, according to new federal Census Bureau data released this week.

Ohio had about 1,258,000 residents without health coverage in 2013, versus 1,304,000 in 2012, a drop of 47,000 people or 11 percent, according to "Health Insurance Coverage in the United States:2013," a report released Monday.

[Read more](#)



NAIFA-ENDORSED  
PROFESSIONAL LIABILITY INSURANCE PROGRAM

[Thin](#)  
[gs to Know](#) About the NAIFA  
Endorsed E & O Program!  
[www.naifaeo.com](http://www.naifaeo.com)



*Happy Holidays*

# NAIFA CONGRESSIONAL CONFERENCE

MAY 19-20, 2015  
WASHINGTON, D.C.



In the past two years, over 1,700 NAIFA members from every corner of the country came to Washington, DC and took to Capitol Hill to meet with lawmakers and advise them on how their decisions affect agents, brokers, and their clients.

On May 19-20, 2015, NAIFA will be holding its 2015 Congressional Conference with a similar goal - to establish and cultivate relationships with lawmakers, to share the expertise of NAIFA members, and educate them on the value of life insurance, annuities, retirement savings, and employee benefits for 75 million American families.

[Register Today](#)

## NAIFA-National Website Redesign

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

