



winter/spring 2019



NEWSLETTER

Why We Belong

by Gene Nadeau, MS, LUTCF, State APIC Chair

"Our Clients are Your Constituents, and we

...know them very well. We are familiar with their interests, their concerns, and their plans for the future." As members of NAIFA-RI, we recently participated in the NAIFA National Advocacy Meeting held in Washington, DC. At this meeting, we shared information with federal officials regarding NAIFA's Congressional agenda - highlighting the fact that we, based in part on our relationships with our clients, can serve as invaluable resources to elected officials. During this meeting we also attended briefings on controversial legislative and regulatory activity and discussed best practices and innovative business strategies used by other NAIFA members in each state's chapter.

First, let me explain why I am passionate about advocating for our business community. Then I'll share one foundational principle for your consideration and ask for your help in building our advocacy team within NAIFA-RI.

Why am I involved?

Easy, I'm part of our industry and that industry is being shaped every day by elected officials who need to hear our voices. NAIFA is a valued and trusted organization of industry professionals and local business owners. Based on the status, influence, and experience of our members, we possess exceptional access to elected officials and the boundless opportunities that come with this. So back to

"Our Clients are Your Constituents, and they

...trust us to advise them on some of their most important decisions. They are important voices in your communities and they are actively engaged in civic functions. We know them and thus we know what they need from you."

This message means something to our public officials. Believe me, we all can contribute as influential and trusted resources for our elected representatives by doing what we excel at daily, **building relationships and informing decision-making.**

Want to help? Contact us at NAIFA-RI, our email is hello@naifari.org

For more information on the National Advocacy Meeting and contributions to The Insurance and Financial Advisors Political Action Committee (IFAPAC), download the [NAIFA Advocacy Handbook](#) on our website.

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Spotlight on our President Elect



John Howard,, American National

We'd like to introduce John Howard, our incoming NAIFA-RI president for 2019-2020. John has been in the insurance business for 33 years as multi-line agent, and has been a NAIFA member for about 30. During his time, he has worked for Farm Family which recently rebranded itself as American National. The majority of his business is agriculture and related industries as well as the personal needs of rural Rhode Island. In 2012, he was inducted into the Farm Family Sr. Agent Hall of Fame and won the Multi-Line Distinguished Sales Award.

He lives in West Greenwich with his wife Holly and have five adult children and nine grandchildren.

Member 5 year anniversaries!

Congrats to the following for reaching their five year anniversaries with NAIFA!



35 | years

Mark S. Cruise, CLU,ChFC
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20 | years

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30 | years

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10 | years

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25 | years

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Kara Tavernier
New York Life

Join us at these Upcoming Events for NAIFA RI





Monday, May 13

Alpine Country Club
251 Pippin Orchard Road,
Cranston, Rhode Island

Registration : 11:30 am
Shotgun Start & Box Lunch: 12:00 pm

**2019 CHARITABLE
GOLF TOURNAMENT**

Proceeds will benefit



Project Undercover
The bear necessities for infants and kids.



**RHODE ISLAND 2019
PROFESSIONAL DAY**
Friday, May 10th
Crowne Plaza, Warwick

**REGISTER
NOW! >>**

**NAIFA CONGRESSIONAL
CONFERENCE**
WASHINGTON, DC ★ MAY 14-15, 2019



NAIFA POLICY ON RECRUITING & ASSOCIATION ACTIVITIES

The official activities of NAIFA and its state and local associations shall not be used as a forum or means for individual members to actively or directly recruit other members to their companies or agencies (i.e., proselytizing). Association time and resources must focus on NAIFA's mission to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of our members. Proselytizing is not consistent with this mission and is not appropriate association business. This policy shall not be constructed to interfere with an individual member's freedom to recruit others on their own time, in connection with their own business affairs, apart from association activities. This policy also shall not be constructed to preclude company or agency advertising, exhibits, or sponsorships, in connection with association publications or activities.