

**Your Invitation to Join Us at the
NAIFA-New Jersey Career Conference
Forsgate Country Club Monroe Township, NJ
Wednesday, June 8, 2016
Breakfast 7:30AM Program at 8:15AM to 3:30PM**

Besides an all-star lineup of guest speakers (see below) you will have ample time to visit with your friends, colleagues, and exhibitors. Breakfast, lunch, and four CE credits included.

Tony Boquet: Vice President and Adjunct Instructor at The American College of Financial Services. Tony will present information on Retirement Income Planning: The New Social Security Claiming Rules for 2016

Lyndon Clark, CLU, CFP, AAMS, ChFC®: Lyndon has been with National Life since 2001 and has over 30 years of experience in financial services. As a sales consultant, Lyndon brings his big ideas and sales strategy insights to help agencies and agents develop successful sales practices. He is often sought out for his expertise on understanding the psychology behind the sale. Lyndon will speak on the sale and use of accelerated benefit riders.

Douglas A. Fendrick: The Law Offices of Fendrick & Morgan, LLC is a law firm dedicated solely to serving clients in the areas of estate and tax planning, elder law, estate administration and special needs planning. Doug will give us the Estate and Elder Law Update.

Myra Palmer, CLTC: President of The Palmer Agency in Atlanta, GA and is an advocate of the life insurance industry. Myra will discuss her experiences of love and loss and how insurance helped and how it could have helped.

Joe Ross: Vice President of Sales Productivity at AIG American General Life. Joe is an outstanding motivational speaker, exceptional creator of financial strategies and an inspirational resource helping advisors and their clients achieve success. Joe will discuss The IRA Tax Trap Created by Tax Reform.

Joseph A. Pilone, CLU, ChFC®: Vice President, Eastern Territory Prudential Advisors. Joseph is responsible for the coordination and implementation of strategic planning, having direction for 14 firms and covering territory in 9 northeastern states. He has had over 30 years of leadership and management experience at Prudential, starting in 1986 as a Financial Professional in, quickly promoted to Manager, and in 1996 was promoted to Managing Director of the Clark, NJ firm. In 1999, Joseph transitioned to an appointment as Vice President of Leadership Development.

Credit Card Payments taken online at naifanj.com. Click Icon on homepage!

Name _____ Company _____
Address _____ City _____ State _____
Telephone Number _____ Email Address _____

____ Individual Member \$85 ____ Non-Member \$110

Check enclosed for _____

Made Payable to NAIFA New Jersey, 2550 N. Lakeview Avenue, Unit S704, Chicago, IL 60614.