



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS OF VIRGINIA, INC.

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We invite you to participate in the NAIFA-Virginia Career Conference, May 6-7, 2018 at the Hilton Hotel Short Pump in Richmond, VA. Attached please find the registration form and preliminary schedule.



Our condensed schedule and program is always packed with value. We will begin on Sunday afternoon with CE sessions, and our 2018 President Elect's Conference. To kick-off the conference on Sunday evening, we'll enjoy our Opening Reception and Silent Auction with our Exhibitors and members. The excitement continues on Monday...Continental Breakfast with our Exhibitors, our Legislative Forum, Main Platform Speakers, Hall of Fame Recognition, Installation Luncheon and the Annual Meeting.

The exhibit schedule on Monday, May 7, has been designed to maximize your company's exposure to conference attendees. With 23,000 square feet of meeting space and function areas, The Hilton Hotel in Short Pump has the perfect layout for our event. Further, there are many opportunities to increase your exposure and support through program sponsorship and donating items to the Silent Auction.

To make it easier to enjoy the beautiful Hilton Hotel, you may want to consider coming early or staying an extra day. For the Convention alone, or to accommodate a family getaway, special room rates of \$139/night Double or Single Rooms have been established with the facility from Friday, May 4 to Tuesday, May 8. The guest rooms are complete with various amenities to make you remarkably comfortable. Please call the resort toll-free at 1-800-445-8667, 804-364-3600 for these special room rates by April 12, 2018. Be sure to mention the "NAIFA-VA" meeting when making reservations in order to obtain our group rate.

Again, we appreciate your time, value your products and services, and look forward to working with you. Please feel free to contact us with any questions 804-747-6020 x111. We will follow-up with you soon.

Many thanks,

*Marie*

Marie T. Mercer, LUTCF  
NAIFA-Virginia Executive Director

# NAIFA-Virginia 2018 Career Conference

## "Grow Your Business"

The Hilton Richmond Hotel & Spa (Shortpump)

12042 West Broad Street, Richmond, VA 23233

May 6-7, 2018

### EXHIBITOR / SPONSOR REGISTRATION FORM

DEADLINE: APRIL 30, 2018

Name of Organization:

Telephone/Fax:

Contact Person:

E-mail:

Address/City/State/Zip Code:

### SPONSORSHIP OPPORTUNITIES

When you become a sponsor, we are delighted to give you the recognition you deserve. You will be honored with recognition on our publications and website, a sign at the event, as well as an announcement of your sponsorship. You may choose to have on-site representation or printed materials distributed, also you will receive at least (2) full registrations for the event.

Pledges of \$1,000 and up include

a Booth & (2) Full registrations

**BOOTH RESERVATION (Sunday & Monday) ~ Booth Locations assigned on a first paid basis.**

**Set-up Sunday, May 6<sup>th</sup> ~ 1pm-6pm**

Names of Reps manning your Booth:

REGISTRATION RATES & INFORMATION	Early Bird by 3/31	4/1-4/30	Insert Price
Exhibit Only: Price for Booth with 6' table, logo on promotional material Includes (1) admission to <u>all</u> Sunday Events & 1 Monday Lunch Ticket	\$500	\$600	\$
Additional Sunday Evening Tickets	\$40 each	\$50 each	\$
Additional Monday Lunch Tickets	\$40 each	\$50 each	\$
Will you need Electricity? Yes <input type="checkbox"/> No <input type="checkbox"/> (if Yes, see Extra Charge at right)	\$35 / 110v \$50 / 220v	\$35 / 110v \$50 / 220v	\$

Please indicate your door prize

Booth / Extra Ticket TOTAL: \$ \_\_\_\_\_

**HOTEL REGISTRATION**

**Reservation Procedures**

**Block Cut-off 4/12/18**

Arrangements must be made **directly** with the Hilton Hotel by calling 804-364-3600 for these special room rates by **April 12, 2018**. When **making** reservations, state that you are attending the "NAIFA-VA" meeting to ensure the group rate. The special room rates of \$139/night plus tax Standard or Double has been established with the facility for May 4-8. Guaranteed room reservations not cancelled 72 hours before arrival will be charged one night's room and tax. There is also a \$50 early departure fee if the hotel is not notified before or at check-in. Parking is complimentary.

### PAYMENT

Make your checks payable to **NAIFA-Virginia** or fees may be charged to Discover, MasterCard or VISA.

Name on card

Signature

Card Number

Expiration Date

TOTAL AMOUNT SUBMITTED: \$ \_\_\_\_\_

**Mail Form and Payment to:** NAIFA-Virginia, 3108 N. Parham Road, Suite 100-A, Henrico, VA 23294-4415

**E-mail Form with Credit Card Payment to:** [marie@naifa-virginia.org](mailto:marie@naifa-virginia.org)

**FAX Form with Credit Card Payment to:** 804.965.0823 **Questions:** Call 804.747.6020 ext 101 or ext 111

# NAIFA-VA 2018 Career Conference...

## *"Grow Your Business"*

### Annual Conference ~ May 6-7, 2018

#### Preliminary Agenda

##### Sunday, May 6<sup>th</sup>

11 a.m. – 1:00 p.m.	President Elect's Conference
1:00 – 6:00 p.m.	Registration/ Credentials ~ Registration Desk ~ Exhibitors Set-up
1:00 - 5:00 p.m.	Continuing Education Courses
1:00 – 5:00 p.m.	Long Term Care (4) Hour Refresher Course
4:00 p.m.	Hotel Check-In ~ Hilton Hotel ~ Front Desk
5:00 – 7:00 p.m.	<b>Opening Reception w/ Live Band &amp; Exhibitors ~ Silent Auction Begins</b>
7:00pm	Company Dinners (on your own)
7:00 – 9:00 p.m.	Hospitality Suite (Open to All) ...hosted by LILI Alumni

##### Monday, May 7<sup>th</sup>

7:00 – 8:00 a.m.	Registration/Credentials – Registration Desk <b>Continental Breakfast with Exhibitors ~ Ballroom V ~ Silent Auction Continues</b>
8:00 – 8:30 a.m.	Welcome & Opening Ceremony
8:30 – 9:30 a.m.	Guest Speaker: D. Scott Brennan "My Shadow Ran Fast" (course#217606 L/H)
9:30 – 10:00 a.m.	<b>Break ~ Visits w/ Exhibitors ~ Silent Auction</b>
10:00 – 10:20 a.m.	Legislative Forum
10:20 – 11:20 a.m.	Guest Speaker: David McKnight "The Power of Zero" (course #217605 L/H)
<b>11:20 – 11:55 am</b>	<b>Exhibitor Door Prizes ~ Silent Auction Concludes</b> (Call for Final Bids & Winners Announced)
11:55 – 12:00 noon	Move to Luncheon
12:00 – 12:45 p.m.	NAIFA-Virginia Annual Meeting
12:40 – 12:45 p.m.	Election of Officers ~ State Board Installation
12:45 – 1:05 p.m.	NAIFA-Virginia Hall of Fame Recognition & 2018 Inductee Announced
1:05 – 1:55 p.m.	NAIFA National President Keith Gillies
1:55 - 2:00p.m.	Closing Remarks / Meeting Adjourned

# *NAIFA-Virginia 2018 Career Conference*

## *May 6-7, 2018 ~ Hilton Short Pump*

### Keynote Speakers



**Scott Brennan** of South Bend, Indiana is a Past President of the Million Dollar Round Table (MDRT) and is the 2016 recipient of the John Newton Russell Award.

He has been a speaker at more than twelve MDRT meetings, is a member of the Quarter Century Club, and has numerous qualifications for Court of the Table and Top of the Table and is a Legion of Honor Excalibur Knight of the MDRT Foundation.

Scotty is a graduate of Indiana University. He was the South Bend Life Underwriter of the Year in 1994, the Hoosier Life Underwriter of the Year in 1998 and the Indiana MassMutual Agent of the Year in 2002 and 2003. He is a past President of The Forum 400, a member of the Association of Advanced Life Underwriting, a past board member of Life Happens and currently serves as a Trustee on the Indiana Association of Insurance and Financial Advisors Board. In 2011, The Forum 400 gave him their first Humanitarian Award.

He has been a guest lecturer at the MBA programs at the University of Notre Dame and Indiana University-South Bend; and has served on the faculty of The Grant Taggart Symposium in Provo, Utah and The Banff Institute in Banff, Alberta.

Scotty and his wonderful wife, Robin have been married for 32 years and are the proud parents of two adult daughters and two grandsons.



**Keith M Gillies**, CFP, MBA, is the current President of the National Association of Insurance and Financial Advisors (NAIFA) and the Managing Principal of Wealth Solutions, LLC and The Pension Center, LLC, and co-founder of United Wealth Advisors Group, LLC, where he serves as Chief Executive Officer. Keith is a Registered Representative and Investment Advisor Representative with Ameritas Investment Corp., a member of FINRA/SIPC. He is a leading representative of the Ameritas group of companies.

In 2013, Keith was named the Lester A. Rosen Humanitarian Award recipient for his service to his community, profession, and to the greater Ameritas family. In 2016, Keith was inducted into the Ameritas Hall of Fame. Prior to joining the NAIFA National Executive Committee, Keith was elected to two consecutive two-year terms to the National Board of Trustees. He is past-president of both greater NAIFA-Greater New Orleans and NAIFA-Louisiana.

His honors include NAIFA-Greater New Orleans Member of the Year in 1997; NAIFA-Louisiana's President's Award in 2004; and NAIFA-Louisiana's Arthur Abramson Member of the Year Award in 2007. He is also a life and qualifying member of the most prestigious financial services organization in the world, the Million Dollar Round Table with status as a Top of the Table member.



**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.

David McKnight is a highly regarded speaker who has addressed NAIFA organizations, insurance companies, broker dealers, field marketing organizations, professional societies and radio audiences from coast to coast.

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

David began his career in the financial services industry in 1997 and has since helped put hundreds of people on the road to the 0% tax bracket. David is very involved with his family, church and community. He currently resides in Grafton, Wisconsin with his wife Felice and their seven children.