



Next Meeting – January 31st, 2012

Luncheon 11:15am – 1:00pm

Ridglea Country Club



President's Letter Monte Ferguson

Dear Fellow Members,

Happy New Year!

I hope everyone had a terrific holiday season spent with friends and family. Undoubtedly, many of you did some 2011 clean up during the break and more importantly you did 2012 planning for success. At NAIFA Fort Worth, we hope you included us in those plans because we have been thinking about you! The 2011-2012 NAIFA Fort Worth business year is half way through and therefore we needed to do the same. Where have we been so far in 2011 and where should we go in 2012 to deliver VALUE to you our stakeholders?

I will keep it brief and say we ended the year with Mayor Price's vision of Fort Worth and participated in the Toys for Tots drive with the United States Marine Corps. We are going to kick off the New Year with our very own NAIFA-Texas CEO, Mr. Des Taylor. Please mark your calendars now for January 31, 2012 for our luncheon starting at 1130 at the Ridglea Country Club. Assuming the past events with NAIFA have assisted in your growth personally and professionally, I would like to ask you to share this opportunity with as many people in our industry as you can.

In fact I'd like to present a New Year's resolution.....resolve to make a phone call or stop by a colleague's office offering a chance to participate in all NAIFA events this year. Send them to www.naifa.org where there is a wealth of information to get them involved, receive our Newsletter or take the leap with the rest of us and get started enjoying NAIFA membership. With thousands of agents and advisors in the metroplex that could benefit from associating with NAIFA Fort Worth we are excited about the possibilities with everyone making the effort.

Finally, if you have ideas or feedback you'd like to share I am available at 817-201-8776. Don't hesitate to give me a call. Your membership and participation is much appreciated!

All the best,

Monte Ferguson
President, NAIFA Fort Worth

[CLICK HERE TO REGISTER ONLINE FOR THE JANUARY LUNCHEON](#)



**THE CLTC MASTER CLASS
IS COMING TO...**

**GRAPEVINE, TX
JANUARY 29 & 30, 2012**

LOCATION:

Gaylord Texan Hotel
1501 Gaylord Trail
Grapevine, TX 76051

HOURS:

Day 1: 8am - 6pm & Day 2: 8am - 5pm
Attire is business casual

INSTRUCTOR: HARLEY GORDON

NAIFA TUITION*: \$1165

(Retail price \$1365)

EARLY REGISTRATION DISCOUNT

\$965 if you register by December 30

4 - PAY TUITION FINANCING

No additional charge

**12-15 CE CREDITS
CFP & PACE CREDITS AVAILABLE**

"CLTC" DESIGNATION

Awarded after passing examination

Tuition includes all course material, CE filing and Prometric examination

"I was never comfortable selling long-term care insurance until I took this course. It's had a huge impact on my production."

CLTC...

Will literally change every aspect of how you sell long-term care insurance. You'll learn how to:

- Use consequences to motivate clients to take action
- Establish a plan to protect a client's family and learn why it closes the sale
- Position long-term care insurance as income, not asset protection
- Overcome debilitating objections such as, "I'll never need care"; "It's too expensive" and "My advisor told me I could self-insure"

CLTC...

Will also teach you how to enhance Life, DI and Annuity sales through our exclusive Life Stage Planning System® which results in:

- New producers learning how to establish a solid client base
- Seasoned producers and financial professionals learning how to sell LTCi to existing clients and increase overall sales

"I have never seen better ideas on how to increase my overall insurance production in 35 years."

CLTC...

ONE COURSE DRIVING

FOUR PRODUCT SALES

CLTC GRADUATE RE-TAKE \$495

WITH NEW STUDENT REFERRAL \$295

APPLY TO CURRENTLY CERTIFIED CLTC GRADUATES ONLY

TO REGISTER PLEASE CALL 877.771.2582

OR VISIT WWW.LTC-CLTC.COM



The Corporation for Long-Term Care Certification, Inc.

188 Needham Street, Suite 230

Newton, MA 02464

Phone (877) 771-2582 or (617) 796-9788

Fax (617) 796-9268

Website www.ltc-cltc.com

Date: January 29 & 30, 2012

Location: Grapevine, TX

Class Hours: Day 1: 8am - 6pm

Day 2: 8am - 5pm

Dress code is business casual

CLTC Master Class Registration Form

Insurance and financial institutions generally recognize the CLTC designation. It is advised that you consult with your Compliance department before using any designation.

First and Last Name (as it appears on your driver's license)		Date	
Agency name		<input type="checkbox"/> Check if you were referred to CLTC	
Primary mailing address (No PO boxes)			
By whom:			
City		State	Zip
Email	Phone	Ext.	Cell
			Fax
<p>The following information is required to process your CE credits. Incomplete or illegible information will delay CE processing. If you are registering for a class outside your resident state within 45 days of the scheduled event, please contact us to ensure proper CE filing.</p>			
Resident State of License	Insurance License #	National Producer # (Find at www.NIPR.com)	
Last 4 digits of SS#	<input type="checkbox"/> Check if requesting CFP/ Pace credits (Add \$25 filing fee)	CFP ID # (If applicable)	

Tuition Pricing

All prices include a \$70 fee for shipping, handling, CE filing and Prometric exam

- | | | | |
|--|----------|--|--------|
| <input type="checkbox"/> Retail Rate | \$1365 | <input type="checkbox"/> Graduate Retake | \$495* |
| <input type="checkbox"/> Corporate Rate | \$1165 | <input type="checkbox"/> Graduate Retake w/ NEW Student Referral | \$295* |
| <input type="checkbox"/> Special Promotion | \$ _____ | NEW student's name: _____ | |

*Retake/Referral prices apply to currently certified CLTC graduates only

Payment method:	<input type="checkbox"/> Master Card	<input type="checkbox"/> Visa	<input type="checkbox"/> AMEX	<input type="checkbox"/> Discover	<input type="checkbox"/> Check	Tuition \$ _____	
						(If applicable) Add \$25 for CFP/Pace credits \$ _____	
Payment options:	<input type="checkbox"/> Single-pay	<input type="checkbox"/> 4-pay**				TOTAL \$ _____	
**4-pay option does NOT apply to Master Class retake tuition or if paying by check. By selecting 4-pay, you authorize CLTC to automatically charge the credit card listed below for 4-monthly payments, beginning on the date CLTC receives your registration form.							
Credit Card #	_____				Exp. date	_____/_____/_____	
Name of Cardholder	_____						
Billing Address	<input type="checkbox"/> check if same as above						
Street	_____	City	_____	State	_____	Zip	_____
Cardholder's signature	_____				Date	_____	

We reserve the right to demand payment of the balance due in full if we are unable to charge an installment against your account. If your card will expire during the installment period, we must have a new card number or expiration date at least 20 days prior to expiration, or we have the right to charge the outstanding balance to your account prior to the expiration date. Offer subject to change at any time without prior notice. **Graduate benefits are supported by an annual renewal fee.**

NAIFA-Fort Worth 2011 Toys For Tots Toy Drive





2011-2012 Calendar of Events

January 31, 2012	9:30 – 11:00am, Board Meeting at Ridglea CC 11:15am – 1:00pm, Luncheon at Ridglea CC
February 7, 2012	Newsletter e-mail
February 28, 2012	9:30 – 11:00am, Board Meeting at Ridglea CC 11:15am – 1:00pm, Luncheon at Ridglea CC
March 6, 2012	Newsletter e-mail
March 27, 2012	9:30 – 11:00am, Board Meeting at Ridglea CC NO MARCH LUNCHEON
April 3, 2012	Newsletter e-mail
April 24, 2012	9:30 – 11:00am, Board Meeting at Ridglea CC 11:15am – 1:00pm, Luncheon at Ridglea CC
May 8, 2012	Newsletter e-mail
May 22, 2012	9:30 – 11:00am, Board Meeting at Ridglea CC 11:15am – 1:00pm, Luncheon at Ridglea CC
June 5, 2012	Newsletter e-mail

Board of Directors

Monte Ferguson, CFP®
 President
 Pivotal Financial
 (817) 201-8776
mc.ferguson@hotmail.com

Sean O'Brien
 Secretary
 Principal Financial Group
 (682) 233-7009
o'brien.sean@principal.com

John Park
 National Committee Person
 Retired
 (817) 994-2536
jpark.1@charter.net

Esther Davis
 Executive Director
 (817) 781-0439
davisvr@copper.net

Gordon Rhodes
 Director (2009-2012)
 Sponsorship
 Rhodes Securities, Inc.
 (817) 334-0455
gr@rsi2.com

Crissman Crombie
 Director (2010-2013)
 Community Service
 Granite Financial Group
 (817) 715-4334
Criss@graniteteam.com

Kevin Ahalt
 Health/AHIA
 Aetna Small Groups
 (817) 637-9276
ahaltkm@aetna.com



Angela Lamb
 President-Elect
 Farmers Insurance
 (817) 361-9864
alamb1@farmersagent.com

James Stoner
 Treasurer
 Advisor Affiliates
 (817) 447-2811
james@advisoraffinc.com

Timothy Roels, Jr., CLTC
 Immediate Past President
 Marketing Group
 (817) 271-4071
timothyroels@yahoo.com

Parker Consaul, CFA
 Director (2009-2012)
 Government Relations
 Pivotal Financial
 (817) 600-7368
Parker@pivotalfinancialadvisors.com

Brett Ruddell, LUTCF
 Director(2009-2012)
 Public Relations/Awareness
 Fort Worth Financial
 (817) 999-8092
brettruddell@sbcglobal.net

Robert Jackson, CLU, ChFC, AEP
 Director (2010-2013)
 Professional Development
 Mass Mutual
 (817) 334-2314
bjackson@finsvcs.com

Ed Barrera
 Photography
 Retired
 (817) 294-9007
e.l.barrera@att.net





LifeTimes The Newsletter for Members & Associates

Michael Giannetti
IFAPAC Committee
New York Life
(817) 355-2549
mjgiannetti@ft.newyorklife.com



Ray Griffith, CFP, RIA, BS
President's Advisory Committee
Granite Financial
(817) 379-9323
ray@graniteteam.com



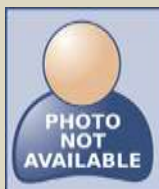
Jonathan Leeper
Jack E. Bobo Award Committee
Financial Guide
(817) 334-2342
jleeper@financialguide.com



Todd Miller
Health/AHIA
Worth Benefits & Consultants, Inc.
(817) 988-8536
toddm@worthbenefits.com



Dean Ross
Field Practices/Ethics
New York Life
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Full page \$700	$\frac{3}{4}$ page \$600
$\frac{1}{2}$ page \$400	$\frac{1}{4}$ page \$200
Business card size \$150	

If you would like to advertise with the NAIFA-Fort Worth LifeTimes Newsletter, please call 817-492-0637 or email info@fwaifa.org to get started.

The next newsletter deadline is January 26, 2012.