JOIN US AT THE HILTON!

Join NAIFA-Pennsylvania for its exciting new redesigned Annual Convention and Day on the Hill. Hear interesting speakers that will bring you up to date on important developments in Washington, DC and Harrisburg. You’ll hear up-to-the minute economic forecasts and practice building tips that will help you to take your practice to the next level. You’ll also have the opportunity to visit with state legislators and staff to hear their insights on the new Governor and legislative session. There will be programs on improving the operations of your local association, CE and MORE!

DON’T MISS IT!!!

CONVENTION AGENDA

Sunday, May 3

10:00 a.m. - 6:00 p.m. LTC CE Class
2:00 - 3:00 p.m. Executive Committee Meeting
3:00 - 6:00 p.m. Board Meeting
5:00 - 10:00 p.m. Exhibit Hall OPEN for set-up
7:00 - 10:00 p.m.* Board Appreciation Dinner

Monday, May 4

6:00 a.m. Exhibit Hall OPEN for set-up
8:00 - 10:00 a.m.* Registration & Continental Breakfast in Exhibit Hall
10:00 - 11:00 a.m.* Welcome & General Session
11:00 a.m. - 12:30 p.m. Michael Sliney, Speaker
12:30 - 1:30 p.m.* Lunch in Exhibit Hall
1:30 - 3:30 p.m. Local Success Planning
3:30 - 4:00 p.m.* Break in Exhibit Hall
4:00 - 4:15 p.m. Candidate’s Speeches

Tuesday, May 5
8:00 - 9:00 a.m. Regional Breaks
9:00 - 9:15 a.m. Elections
9:15 - 10:15 a.m. Patrick Haggerty, Speaker
10:15 - 10:30 a.m.* Break
10:30 - 11:30 a.m. Legislative Panel
11:30 a.m. - 12:00 p.m. Election Results, Board Installation & Incoming President’s Speech
12:00 - 1:00 p.m.* Lunch
1:30 - 4:30 p.m. PA Capitol – Day on the Hill
5:00 p.m. Debrief & Adjourn

Monday, May 4 (Continued)

4:15 - 5:15 p.m. Steve Hammer, Speaker
6:00 - 7:00 p.m.* Cocktail Reception in Exhibit Hall
7:00 - 10:00 p.m.* President’s Banquet

*Indicates Exhibitor/Sponsor networking opportunities

HOTEL INFORMATION & RESERVATIONS

Harrisburg Hilton & Towers
One North Second Street
Harrisburg, PA 17101
Phone: (717) 233-6000 ~ Fax: (717) 233-6830

A special room block with a rate of $144/night is available. Be sure to indicate you are with NAIFA-PA when making reservations. Reservations MUST be received no later than April 3, 2015 to obtain this special rate. Reservations received after April 3, 2015 will be based on availability at prevailing hotel rates.

DON’T DELAY - MAKE YOUR RESERVATION TODAY!

QUESTIONS?

Please contact if you have questions or need additional information. We’re here to help!

NAIFA-PA
4811 Jonestown Road, Suite 233
Harrisburg, PA 17109
Phone: (717) 234-2523 ~ Fax: (717) 234-5190

Jan Hartman: jhartman@naifa-pa.org
Grace Gilbert: ggilbert@naifa-pa.org

The mission of NAIFA-PA is to enhance the ability of its members to provide financial security for their clients, through appropriate legislative action and professional development as well as to provide the necessary support to develop and maintain strong locals.
CONTINUING EDUCATION OFFERINGS

If you’ve ever tried to sell a LTCi policy or a hybrid life insurance/LTCi policy and 6 months later the prospect is still thinking about it; or.....

If you have clients that are either self-employed or an owner/partner of: a small, medium or large company, medical practice, accounting firm or law firm etc.; knowing the ins and outs of multi-life LTCi could earn you a really nice size commission.

At this year’s 2015 NAIFA-GP state conference, Harris Kivitz who has been selling and training agents how to sell LTCi for 37+ years will show you how in 2014, he personally wrote more LTCi premium than many brokerage shops, and best of all it’s free with NO on-line test required, to all 2015 NAIFA-GP state conference attendees.

Be sure to Join us on Sunday May 3rd at 8:00 AM and 8 hours later, you’ll be an LTCi expert!

This 8 hour course qualifies as either:
  • the 8 hour LTCi Partnership Training course so you’ll be certified in PA to sell LTCi, or if you’re already LTCi certified
  • receive 8 hours of general CE credits toward your bi-yearly 24 credit CE requirement.

Don’t have 8 hours? There are two other options, you can attend either 4 hours or 2 hours of the 8 hour course.

The 4 hour portion can qualify as either the PA 4 hour mandatory LTCi refresher course or 4 hours of general CE credits,
the 2 hour portion will provide you with 2 hours of general CE credits.

All 3 courses are sales oriented and will teach you the basic concepts of individual and multi-life LTCi planning. The more hours you spend with us, the more in-depth knowledge and the more sales ideas you’ll come away with.
Patrick Haggerty (Keynote)

A 30 plus year Washington, DC political and journalism veteran, Haggerty informs and entertains audiences with his political punditry and insights on successful legislative citizen grassroots advocacy, political candidates and election analysis. Pat has spoken to associations and corporations in 37 states and his hometown, Washington, DC. All of Pat’s programs include copious amounts of patriotism and current bi-partisan political humor which engages the audience and makes the messages more enduring. Displaying his delightfully disrespectful Irish humor, Haggerty says that his many years in Washington, D.C. have taught him that . . .

“The Difference between the Boy Scouts and elected officials is that the Boy Scouts have Adult Leadership.”

A journalist and raconteur, Haggerty covers Congress, the White House and the federal agencies. Haggerty’s career includes being the Press Secretary for three members of Congress, an Advanceman for a U.S. Senate campaign, an advisor to four presidential campaigns and the CEO of a trade association. He has seen everything that works-- and that doesn’t -- in the media, political and legislative arenas.

Pat’s communication and political experience also includes being a guest several times on the Larry King Show, working as the Washington, DC political news consultant to ABC’s Good Morning America and as a legislative seminar speaker for Congressional Quarterly Magazine.

Pat has a Journalism degree from the University of St. Thomas in Minneapolis/St. Paul and worked at the Minneapolis Star-Tribune while earning that degree.

Steve Hammer is President and co-founder of RankHammer, a full service search marketing agency. Steve’s experience in online media and traditional marketing allows a strategic and long-term view of search marketing. He has achieved extraordinary and sustainable results in several competitive online industries often exceeding growth rates in excess of 50% per year. Prior to RankHammer, Steve held a number of positions including Director of Search Marketing for ACE Cash Express General Manager for Stir, and a practicing Chemical Engineer for BASF. He holds a MBA from the Kellogg School of Management, where he graduated with honors. Steve is very active in the Dallas and Search Marketing community. He is VP of Web Operations for the DFWSEM. He has spoken at numerous meetings and conferences including State of Search, Pubcon, SMX and Interactive Insights Summit.

Patrick J. Raffaniello

As a principal in Raffaniello & Associates, Patrick J. “Pat” Raffaniello advocates in Washington on behalf of his clients’ legislative and regulatory matters. Pat primarily represents businesses before the tax-writing committees and the Congressional leadership. With over 25 years of experience serving corporations, trade associations, and other business enterprises, he maintains strong working relationships with key policymakers and is committed to effective, ethical advocacy.

Prior to founding Raffaniello & Associates, Pat was a Director in the Federal Policy Group, a division of Clark & Wamberg LLP, where he provided legislative and lobbying support to a wide range of clients on tax and other important issues. He was also a partner in the Washington National Tax Services office of PricewaterhouseCoopers LLP when that practice was acquired by the Federal Policy Group of Clark Consulting in February 2002.

Mr. Raffaniello has also served as a partner at Collier, Shannon, Rill & Scott, a Washington law firm specializing in government relations, international trade, antitrust, and Federal Trade Commission practices. There he served as counsel for numerous associations and corporations.

Pat also served as Chief of Staff to U.S. Congressman Bill Brewster from 1991 to 1995. In this capacity, he also served as Tax Counsel on legislation before the Ways & Means Committee, and served as Director of Federal Affairs for the National Rifle Association. His advocacy experience also includes working as Manager of State Public Affairs for Unocal Oil Corporation, where he lobbied state governments on behalf of this Fortune 100 integrated oil company. He also served as Executive Director to the Southwest Energy Council, an association of nine energy-producing states lobbying on federal energy issues.

He holds a Juris Doctorate from The Washington College of Law; a Bachelor of Arts from The American University, College of Public Affairs; and an Associate of Arts from The State University of New York. He served in the United States Army Military Police Corps from 1975 through 1978.

Mike Sliney joined Franklin Templeton in 2005 and is currently a wholesaler promoting Franklin Templeton products and services in eastern Pennsylvania. Prior to his current position Mike was a Vice President for the Insurance Platform Division with Franklin Templeton. Mike is an excellent source of information regarding Franklin Templeton products and services. Experienced in sales and marketing, he can also offer ideas and materials to make your selling and prospecting easier. Mike will be presenting on current economic conditions and what we may want to prepare for in months to come. This will be an informative and educational presentation...and might just surprise you with what is really going on “behind the scenes.”
### ATTENDEE REGISTRATION

**NAIFA-PA**

4811 Jonestown Road, Suite 233

Harrisburg, PA 17109

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*YAT MEMBERS: USE ONLINE PROMO CODE YAT2015 to receive your 50% Discount!*

**NOTE:** Early Bird Registration & payment MUST be RECEIVED by NAIFA-PA by close of business on April 3, 2015.

REGISTRANT: _______________________________ BADGE NAME: _______________________________

Company: ______________________________________________________

Address: ______________________________________________________

City/State/Zip: _________________________________________________

Phone: ____________ Fax: ____________ Email: ____________

LOCAL Assn: ____________________________________________________________________ Are you a VOTING DELEGATE? ________

GUEST NAME (if applicable): ________________________________

Do you have any special dietary requirements? __________________

**PAYMENT METHOD**

*(Please make checks payable to NAIFA-PA)*

Name (as it appears on card): ______________________________________

Account #: ________________________________________________________ Expiration: ____________

CVV # (3 digits on back of card) Signature: _________________________

Although Online Registration is preferred, if desired you may print, complete and return to:

NAIFA-PA

4811 Jonestown Road, Suite 233

Harrisburg, PA 17109

or fax to: (717) 234-5190