

THE DOUGLAS MOOERS
Award of Excellence

2011 • Call for Nominations





As the Immediate Past Chairman of NAILBA, I am honored to serve as chairman of the 2011 Douglas Mooers Award Committee. This prestigious award was created to recognize individuals whose achievements demonstrate outstanding commitment to independent life brokerage and the insurance world. This award is the highest honor bestowed upon an individual by the premier brokerage association—NAILBA.

Nominations may be made by either a voting member of a NAILBA agency or an officer of a NAILBA exhibitor or sponsor company. Nominations must be submitted in writing by August 26, 2011 on an official NAILBA nomination form. Nominees can include currently active or formerly active members of our profession:

- A principal, associate or staff member of a NAILBA member agency
- An officer or non-officer of a NAILBA exhibitor or sponsor company
- A journalist
- A person from the NAILBA executive/administrative office
- An educator, regulator or a legislator

Past Mooers Award recipients are listed on the back of this brochure.

Your input into the selection of an individual qualified to receive this great honor is appreciated. Please take a moment to complete the enclosed nomination form and return it to NAILBA Headquarters. If you have any questions, please feel free to call Jack Chiasson at NAILBA (703) 383-3081.

A handwritten signature in black ink, appearing to read "Mark D. Rosen". The signature is fluid and cursive, with a prominent initial "M".

Mark D. Rosen, CLU
NAILBA Immediate Past Chairman

2011 MOOERS AWARD COMMITTEE

CHAIR – NAILBA Immediate Past Chairman Mark D. Rosen
Mende Lerner, Standing Committee Member
Three NAILBA member agency principals
Three carrier representatives
One magazine representative

Nomination Procedures

The 2011 NAILBA Awards Committee is seeking nominees for the prestigious Douglas Mooers Award of Excellence. The award, to be presented at NAILBA 30, November 17-19, 2011 in Phoenix, Arizona, is the highest honor presented in the brokerage community. Your help is needed to determine this year's worthy recipient.

CRITERIA

In submitting a nomination for this distinguished award, please take into consideration the following criteria (listed in order of importance) which the committee will use in determining this year's recipient:

- Influence on the development and promotion of the independent brokerage distribution system
- Outstanding contributions to the life and/or health insurance industry
- Active involvement in charitable, volunteer and or community/ local affairs

CATEGORIES OF NOMINATION

(Nominee may be active or formerly active)

- Principal, associate or staff member of a NAILBA member agency
- Officer or non-officer of a NAILBA Exhibitor Company
- Journalist
- Person from the NAILBA executive/administrative office
- Educator, regulator, legislator

RULES OF NOMINATION

Nominations must be submitted in writing on the official nomination form. Additional comments can be submitted (on your office stationery) by a voting member from a NAILBA member agency or by an officer of a NAILBA Exhibitor Company. Nominations must include an overview of the individual's charitable and volunteer work outside of the normal flow of business. There is no limit to the number of times a person may be nominated. Once the formal nomination has been made, the Awards Committee may personally interview you for additional information on your candidate. Nominations will be accepted until August 26, 2011. Incomplete nominations will be returned to the nominator for additional information.

NOMINATION FORM



Mooers Award Nominee:

Affiliation of Nominee:

Brief Summary of Contributions: *(Please attach a letter and/or biographical documents, if desired.) It is very important that you include detailed information concerning the nominee's charitable or volunteer activities outside of the brokerage community.*

NAILBA Nominator:

Agency/Company:

Phone: ()

Fax: ()

E-mail:

Please copy and return this completed form to: **NAILBA, 11325 Random Hills Road, Suite 110, Fairfax, VA 22030**
Contact NAILBA at (703) 383-3081 or e-mail jchiasson@nailba.org with any questions.

The Douglas Mooers Award of Excellence

is the National Association of Independent Life Brokerage Agencies' most coveted and prestigious award. Named after NAILBA's Founding Chairman, H. Douglas Mooers, the Mooers Award was established in May of 1986. This annual award honors excellence in brokerage and is bestowed upon the individual most committed to furthering brokerage and independent life brokerage as a distribution system.

Nominees may include present or former NAILBA member principals, exhibitor company executives, members of NAILBA peer groups or other insurance industry groups, and concerned members of the insurance press. Nominees are dedicated insurance professionals with superior career accomplishments as well as outstanding records of service to the community. Mooers Award recipients are this country's peer-recognized leaders of brokerage.

About H. Douglas Mooers

Named after his father, H. Douglas Mooers entered his father's business, H.D. Mooers and Company, in 1956. Prior to that, Doug was an officer on active duty in the United States Navy Reserve and was educated at the University of California at Berkeley where he graduated with a degree in Business Administration in 1952. Doug took H.D. Mooers and Company into the impaired risk life brokerage business representing Security Benefit Life in 1958, long before special risk opportunities were commonly available. In the early 1960s, he led H.D. Mooers and Company further into modern brokerage. His agency continues to have many long-standing and valuable relationships with major brokerage insurers in the United States.

A recognized leader in the life insurance community, Doug Mooers' skills were recruited by the Oakland-East Bay Life Underwriters Association, of which he was president, the California Association of Life Underwriters, his local Chapter of CLU, ChFC and the General Agents and Managers Association. He was a founding member of SUB Centers and the Society of Underwriting Brokers, one of the industry's leading study/marketing groups. Doug was the Chairman of the Organizing Committee that led to the creation of NAILBA, and was the first Chairman of the National Association of Independent Life Brokerage Agencies in 1982. After retiring from active leadership at H.D. Mooers and Company, Doug served as president of the World Affairs Council and was active in the Monterey Institute of International Studies. The brokerage industry mourned his passing in February 2006.

PAST RECIPIENTS

1986 - Seixas G. Milner
1987 - Bernard J. Kaplan
1988 - George T. Stewart
1989 - William S. Howard
1990 - Dr. Frederick R. Stearns
1991 - Michael M. Flynn
1992 - John A. Solomon
1993 - Mende M. Lerner
1994 - Burnett A. Halstead
1995 - E.R. "Gene" Mitchell
1996 - Ronald Hagelman, Sr.
1997 - Ronald V. Dolan
1998 - David B. Lea, Jr.
1999 - Charles D. Rumbarger
2000 - James Toner
2001 - Patricia Joline
2002 - Irv Shaw
2003 - Donald W. "Butch" Britton
2004 - Bernard M. "Bud" Kirke
2005 - Edward Murray
2006 - Gene Wraith
2007 - Len Reynolds
2008 - George C. Van Dusen III
2009 - David S. Lenaburg
2010 - Leslie "Les" Grubin



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