

29 NAILBA



EVENT INFORMATION, MEETING
& GOLF REGISTRATION FORMS

NOVEMBER 18–20, 2010

GAYLORD TEXAN | GRAPEVINE, TEXAS

MESSAGE FROM PROFESSIONAL DEVELOPMENT COMMITTEE CHAIR

What makes your business tick? It's about relationships, information, and communication. Now more than ever, agency principals MUST stay connected and informed.



As the premier brokerage industry event of the year, NAILBA 29 will help you accomplish all of these goals... and more! You can always count on NAILBA to be there for you with networking, education, business opportunities, and more. And in 2010, NAILBA 29 delivers:

- Over 125 carriers and vendors ready to do business with you
- TEN top-notch educational programs to help make your business more efficient and effective
- Dynamic keynote speakers, including Tom Peters, Dan Sullivan and President George W. Bush
- Product Training University—small group meetings with key vendors, exhibitors and sponsors—new for NAILBA 29
- Important information on legislative and regulatory issues critical to the brokerage industry
- 24/7 Networking... the best in the industry!

Access to and attendance at the NAILBA Annual Meeting is consistently identified as the MOST valuable NAILBA member benefit. It's the most productive three days you'll have all year! Be sure to take advantage of this critical event that can make a BIG difference to your business! The investment of time and money will be returned to you ten-fold! Plus—you'll have some great fun along the way with old friends and colleagues, while making new friends and new connections.

MAKE PLANS TODAY TO ATTEND NAILBA 29!

A handwritten signature in black ink, appearing to read 'Laurie P.' with a stylized flourish.

Laurie Prevette

2010 NAILBA Professional Development
Committee Chair



AGENDA NAILBA 29

Visit www.nailba.org/nailba29 for details and frequent updates.

NOVEMBER 18–20, 2010 | GRAPEVINE (DALLAS), TX

GAYLORD TEXAN RESORT AND CONVENTION CENTER

(as of July 1, 2010—subject to change)

TUESDAY, NOVEMBER 16

1:00 p.m. – 3:00 p.m.

Professional Development
Committee Meeting

WEDNESDAY, NOVEMBER 17

8:00 a.m. – 10:00 a.m.

Strategic Communications
Committee Meeting

8:00 a.m. – 10:00 a.m.

Charitable Foundation Board Meeting

10:00 a.m. – 12:00 p.m.

Government Affairs Committee Meeting

10:30 a.m. – 12:00 p.m.

Membership Committee Meeting

10:30 a.m. – 12:00 p.m.

Editorial Advisory Panel Meeting

11:00 a.m. – 6:00 p.m.

Registration Open

11:00 a.m. – 5:00 p.m.

Founder's Club (by invitation only)

12:00 p.m. – 5:00 p.m.

Exhibit Hall Set-Up

12:30 p.m. – 4:30 p.m.

NAILBA Board of Directors Meeting

3:00 p.m. – 5:00 p.m.

Women in Brokerage Program

3:00 p.m. – 4:00 p.m.

Marketing Committee Meeting

4:30 p.m. – 5:30 p.m.

Volunteer Reception (by invitation only)

5:30 p.m. – 6:30 p.m.

Chairman's Reception (by invitation only)

THURSDAY, NOVEMBER 18

7:15 a.m. – 8:15 a.m.

NAILBA PAC Breakfast

8:00 a.m. – 9:00 a.m.

Exhibitors' Breakfast

8:00 a.m. – 11:00 a.m.

Exhibit Hall Set-Up

8:00 a.m. – 5:30 p.m.

Registration Open

8:15 a.m. – 9:00 a.m.

NAILBA Business Meeting
(Member agencies only)



8:30 a.m. – 10:00 a.m.

Opening Breakfast

10:00 a.m. – 11:30 a.m.

Opening General Session
Keynote Speaker: Tom Peters

11:00 a.m. – 5:00 p.m.

Founder's Club (by invitation only)

11:30 a.m. – 1:45 p.m.

Exhibit Hall Grand Opening Lunch

1:45 p.m. – 3:00 p.m.

Exhibit Hall Open

2:00 p.m. – 3:00 p.m.

Breakout Workshops
(exhibit hall remains open)

3:00 p.m. – 3:30 p.m.

Sweets Break in Exhibit Hall

3:00 p.m. – 5:00 p.m.

Exhibit Hall Open

4:00 p.m. – 5:00 p.m.

Breakout Workshops
(exhibit hall remains open)

6:00 p.m. – 7:30 p.m.

NAILBA 29 Opening Reception

7:30 p.m.

Hospitality Suites Open

FRIDAY, NOVEMBER 19

7:30 a.m. – 9:00 a.m.

Independent Distribution Partners Breakfast

8:30 a.m. – 5:00 p.m.

Registration Open

8:30 a.m. – 10:00 a.m.

Breakfast in the Exhibit Hall

8:30 a.m. – 9:00 a.m.

Product Training University

9:15 a.m. – 9:45 a.m.

Product Training University



10:00 a.m. – 11:00 a.m.

General Session 2

Keynote Speaker: Dan Sullivan

11:00 a.m. – 11:30 a.m.

AM Coffee Break

11:00 a.m. – 5:00 p.m.

Founder's Club (by invitation only)

11:30 a.m. – 12:30 p.m.

Breakout Workshops

12:30 p.m. – 1:45 p.m.

Lunch in the Exhibit Hall

12:30 p.m. – 4:00 p.m.

Exhibit Hall Open

1:00 p.m. – 1:30 p.m.

Product Training University



2:00 p.m. – 3:00 p.m.

Breakout Workshops (exhibits remain open)

3:30 p.m. – 4:00 p.m.

Product Training University



5:00 p.m. – 6:15 p.m.

Mooers Award Reception in the Exhibit Hall

6:30 p.m. – 8:30 p.m.

Mooers Award Dinner

7:00 p.m. – 9:00 p.m.

Exhibit Hall Teardown

8:30 p.m.

Hospitality Suites Open

SATURDAY, NOVEMBER 20

8:00 a.m. – 10:00 a.m.

Exhibit Hall Teardown

8:00 a.m. – 10:00 a.m.

Registration Open

8:30 a.m. – 10:00 a.m.

General Session 3 and Breakfast
President George W. Bush

11:00 a.m.

Buses depart for golf course

11:30 a.m. – 5:00 p.m.

NAILBA 29 Golf Tournament

5:30 p.m. – 8:00 p.m.

NAILBA 29 Closing Reception & Golf Awards

GENERAL SESSION SPEAKERS



Tom Peters

Called “the father of the post-modern corporation” and “the most provocative and engaging (as well as annoying and threatening)

management guru running loose in America today” Tom Peters is at once an enthusiast, a storyteller and a lover of capitalism.

“In no small part, what American corporations have become is what Peters has encouraged them to be.”

—THE NEW YORKER

Since 1982, with the publication of *In Search of Excellence*, Tom Peters has helped American firms deal with a crushing competitive challenge to their primacy by urging them to get away from strategies based on just the numbers, and re-focus on the basic drivers of all successful businesses throughout time: people, customers, values-“culture” (“the way we do things around here”), action-execution, a perpetual self-renewing entrepreneurial spirit.

While many businesses will fail amidst the current economic crisis, some will surprise everyone by turning a messy situation into economic-competitive advantage. Tough times are, in fact, golden opportunities to get the drop on those who respond by panicky across-the-board slash and burn tactics and moves that de-motivate and alienate the workforce at exactly the wrong moment. Tough times, indeed, require tough decisions—but thriving, not just surviving, is an option for those who mix the wisdom and boldness of leadership along with transparency and maximized employee involvement and engagement.

Don't miss the kick-off for NAILBA 29 as Tom Peters discusses “Surviving and Even Thriving Amidst the Perfect Storm,” at the Opening General Session, Thursday, November 18 at 10:00 a.m.

Sponsored by MetLife



Dan Sullivan

Start your Friday off on a high note as NAILBA welcomes Dan Sullivan, founder of The Strategic Coach, Inc. to NAILBA

29! As a pioneer in the field of entrepreneurial coaching, and author of over 30 publications, including *The Great Crossover*, *The 21st Century Agent*, *Creative Destruction*, and *How The Best Get Better*®, and coauthor of *The Laws of Lifetime Growth* and *The Advisor Century*.

Dan Sullivan has been helping “the best get better” for over 30 years. With great wit and an uncanny insight, he has coached thousands of top entrepreneurs, showing them how to make their lives simpler and more enjoyable while exponentially multiplying their business results. To date, more than 10,000 entrepreneurs from around the globe and from over 60 different industries have benefited from Dan's wisdom and insight. Friday, November 19 at 10:00 a.m.

Sponsored by Nationwide
On Your Side™



President George W. Bush

Breakfast with George W. Bush—Remarks and a conversation with the 43rd President of the United States and

Founder of the George W. Bush Foundation

President during a momentous period in American history, George W. Bush offers his thoughts on eight years in the Oval Office, the challenges facing our nation in the 21st century, the power of freedom, the role of faith and other pressing issues.

President George W. Bush served in the Oval Office for eight of the most consequential years in American history. Faced with challenges from a terrorist attack to a global financial crisis, he made difficult decisions that will shape the nation's course and world affairs for decades to come. His leadership after the terrorist attacks of September 11, 2001, was an inspiration to millions of Americans. His policies, while controversial at times, kept the country safe for more than seven years and liberated more than 50 million people from tyranny. Working with leaders in Congress and elsewhere, President Bush also raised standards and accountability in public education, added a prescription drug benefit to Medicare that helped more than 40 million beneficiaries, improved air quality and made America's energy supply more secure, designated more ocean area habitats for environmental protection than any predecessor, launched historic efforts to fight HIV/AIDS and malaria in Africa, and strengthened America's relationships with strategically important nations like India, China and Japan.

Since leaving the White House, President and Mrs. Bush have been working on the George W. Bush Presidential Center, which will be housed at Southern Methodist University. The Center will include a museum, library, archives from the Bush Administration, and an Institute focusing on the four principles that guided him during his years of public service—education, economic freedom, global health, and social responsibility. He shares with audiences candid insights on his eight years in the White House, his experiences with other world leaders, the nature of public leadership and decision making, and a wide variety of domestic and international issues. Saturday, November 20 at 8:30 a.m.

Sponsored by Prudential



Submit your questions for any of our keynote speakers at registration!

WORKSHOPS & SPEAKERS

Non-Traditional Markets/New Distribution Sources: New Opportunities to Grow Your Business

Facilitator: Paul LaPiana, MetLife

Panelists: Michael Blank, Brokers Insurance Services, Ltd.
Michael Tessler, Brokerage Unlimited, Inc.

Chip Van Dusen, Diversified Brokerage Services, Inc.

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Agency Principal Roundtable—Operations

Facilitator: Jim Crupi

Harvesting Your Book: Creating Revenue With Contacts You Already Have!

Panelists: John Felton, Tennessee Brokerage Agency
Paul Kasik, American Insurance Marketing Company, LLC (AIMCO)

Jeff Mooers, H.D. Mooers & Co.

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NAILBA Government Affairs Roundtable

Facilitator: Jim Crupi

Panelists: Alex Del Pizzo, Winning Strategies
Chris Greis, Leaders Partners, Inc.
Leon Huffman, Huffman & Associates

Agency Principal Roundtable—Marketing

Facilitator: Jim Crupi

Marketing Your Agency: 2010

Presenter: Chris Marentis, GenNext Media

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RAF Presents Bladder Cancer: The Good, the Bad and the Ugly

Presenter: Dr. Steve Zimmerman,
TransAmerica Reinsurance Company

Personnel Landmines—What you don't know CAN hurt you!

Facilitator: Cindy Gentry, Brown and Brown Associates, PC

Panelists: Dr. Jack Mitchell, HR Consultant
Melinda Meyer, ValMark Insurance Agency/
ValMark Securities

Jan Pinney, Pinney Insurance Center, Inc.

Financial Planning for the 21st Century Family

Speaker: Steve Schenker, West Coast Life/Protective

Sponsored by 

EXHIBITORS & SPONSORS

(as of July 1, 2010)

Allianz Life
American General Life Companies
American National
Insurance Company
American Para Professional
Systems, Inc. (APPS)
Apptical Corp.
Arthur J. Gallagher & Co.
Astonish Results
Assurity Life Insurance Company
Aviva USA
AXA—Equitable
Blue Frog Solutions
Broker World
CANEX Financial
Exchanges Limited
Centerre Capital, LLC
Clinical Reference Lab
Conference Event Management
Coventry
CPS
Credit Suisse
EbizExchange
EMSI
ExamOne
Exceptional Risk Advisors, LLC
Express Imaging Services, Inc.
Fidelity Life Association
First Financial Underwriting
Services, Inc.
First Insurance Funding
Forethought Financial Group Inc
GAMA International
Genworth Financial
Hoopis Performance Network
IBU, Inc
Independent Order of Foresters
ING
InsMark, Inc.
Insurance Media Services
InsuranceNewsNet.com
Integrity/National Integrity Life
Integrity Life Settlements
iPipeline
John Hancock Brokerage
Kaplan Compliance Solutions
Laser App Software
Legal & General America/Banner
Life/William Penn
LIFE Foundation
Life Insurance Settlements, Inc.
Lincoln Benefit Life
Lincoln Financial Group
Lynette Owens & Associates
MediConnect Global
MetLife
Million Dollar Round Table (MDRT)
Minnesota Life
Mutual of Omaha
NAIFA
National Insurance Producer
Registry (NIPR)
National Life Group
National Western Life Insurance
Nationwide Financial
NetQuote
New York Life Advanced
Markets Network
North American Company for Life
and Health Insurance
Old Mutual
Oracle
PaperClip Incorporated
Portamedic/Hooper Holmes
Principal Financial Group
Prudential
RBC Insurance
Reliance Standard Life
Insurance Company
Risk Insurance &
Reinsurance Solutions
Royal Neighbors of America
Savings Bank Life Insurance of
Mass (SBLI)
Society of FSP
StoneTower Search
Summit Business Media-Insurance
Media Group
Sun Life Financial
Superior Mobile Medics
Symetra Financial
The American College
Transamerica Insurance &
Investment Group
Trustpointe Consulting Inc.
Underwriting Services of
America, Inc.
UNIFI Companies
Wax Custom Communications
West Coast Life
Western Reserve Life
XRAE

For exhibit space or
sponsorship opportunities
please contact **Susan D.
Haning** at (703) 383-3068

GENERAL INFORMATION

Registration Deadline

Pre-Registration: Must be postmarked by September 1, 2010.

Registration: Must be postmarked by October 15, 2010.

On-Site Registration: After October 15, 2010, please register at the NAILBA onsite Registration Desk at the Gaylord Texan. You will be asked for a form of payment onsite regardless of your registration type. We will only charge credit cards once we have returned to the office and verified our records.

PLEASE DO NOT mail or fax registrations to NAILBA after October 15, 2010.

Pre-Registration List

Registrations received at NAILBA on or before October 15, 2010, will be included in the NAILBA 29 Pre-Registration List (distributed to all attendees onsite).

Cancellation Policy

A \$125 fee will be charged for any cancellation received on or before October 15, 2010. No refunds will be granted after October 15, 2010.

All registrations, changes and cancellations must be received in writing.

Contact NAILBA Headquarters at (703) 383-3081 with registration questions.

Hotel Information and Reservations Gaylord Texan Resort and Convention Center

1501 Gaylord Trail
Grapevine, TX 76051

Make your hotel reservations by visiting the NAILBA 29 Reservations Web site at <http://www.nailba.org/nailba29/content/hotel-travel> or by calling the Gaylord Texan directly at (866) 782-7897 (ask for NAILBA Annual Meeting and group code A-ILB10 to receive the discounted rate). The NAILBA room rate is \$240 (single or double occupancy) plus applicable taxes.

PLEASE NOTE: If you make a reservation within NAILBA's room block and are NOT registered for NAILBA 29, your reservation will be removed from the block and the NAILBA room rate will not be applicable. Your room rate will be the Gaylord's "rack rate," which is much higher. Thank you for your cooperation!

REMEMBER: NAILBA is not responsible for making your travel or hotel arrangements. Submitting a Registration Form for NAILBA 29 DOES NOT reserve a hotel room.

Transportation To The Hotel

Cab fare from the Dallas-Fort Worth International (DFW) airport is approximately \$20.

Convention Dress

Resort/business casual is the standard dress for NAILBA workshops, general sessions and special events. For the Mooers Award Dinner, **black tie is recommended**, but a dark suit and tie are acceptable. Remember, it can get chilly when the sun goes down, so you may want to bring a jacket or sweater.

Special Needs

The site of the NAILBA 29 Annual Meeting meets all the requirements of the Americans with Disabilities Act. If you require special assistance in order to fully participate, please contact NAILBA Headquarters at (703) 383-3081 as soon as possible in advance of NAILBA 29 and appropriate arrangements can be made.

PRODUCT TRAINING UNIVERSITY comes to NAILBA 29!

Building on the success of the Product Training University at the NAILBA Agency Management Institute in May, this uniquely-formatted educational opportunity will be offered for the first time at an Annual Meeting, at NAILBA 29!

Scheduled for Friday morning and afternoon, these interactive sessions will supplement exhibit hours and provide attendees with an opportunity to meet in small groups with current and potential vendors. These interactive, quickly-paced sessions are designed to facilitate maximum interaction and attendee choice. During each 30-minute window, three companies will be making brief presentations concurrently. This unique format will allow you to visit with current or potential vendors in a small group setting to gain more in-depth, focused and specific information than in a busy exhibit hall.



American Airlines, NAILBA 29 preferred airline

American Airlines is our preferred airline and is offering discounts to NAILBA 29 registrants on any applicable airfare on www.aa.com to Dallas.

Discounts are available on American Airlines, American Eagle, American Connection, and all Oneworld Alliance carriers as long as one segment is on American. Reservations can be made online at www.aa.com. Enter the promotional code, 29N0AB, in the promotional code box under the "book flights" tab or "enter passenger data" tab while making your reservation. Discount will automatically be calculated. Discount is valid for travel from November 13-24, 2010. There is no additional booking fee on www.aa.com.

Reservations may also be made by calling the American Airlines Meeting Services Desk toll free at 1-800-433-1790 from anywhere in the US or Canada, 5 am to 12 am CST seven days a week. Give them your promotional discount code, 29N0AB. There is a reservation service fee, currently \$20, for tickets issued through this desk. Zone fares are available through the desk and are priced slightly higher but offer more availability and flexibility.

Reservations may also be made via a travel agency, a fee may apply. Reservations involving any Oneworld Alliance or codeshare partner airlines, or travel into one city and out of another must be booked via phone at 1-800-433-1790.

You can still earn AAdvantage miles for your trip when using this discount code; if you would like to become an AAdvantage member, enroll online at www.aa.com.



18TH ANNUAL NAILBA GOLF TOURNAMENT

SATURDAY,
NOVEMBER 20

To Benefit the Alan Palmer Memorial Scholarship Fund at Emory University

Cowboys Golf Club will play host to NAILBA's 18th Annual Golf Tournament. Whether you watch or play, it's guaranteed to be a great time! The course is located approximately 15 minutes from the Gaylord Texan—bus transportation will be provided.

Entry Requirements

- You must be a registered NAILBA 29 attendee
- Entries can be made individually or as a group. You may sign up fellow golfers—however, if you so do, payment for all registrations will be required on the registration form. All individual entries will be organized into teams of 4 based on handicaps at your request.
- A company or agency may enter as many players as desired as long as golfer information and full payment is received no later than **October 15, 2010**. Unfilled but reserved foursomes will be filled with no refund available.
- The entry fee is \$199 per player (includes green fees, cart, beverage carts, lunch, all tips/gratuities). On-site registration entry fee is \$300.
- Fee *does not include* rental clubs; those must be arranged and paid for by players separately with the Golf Pro Shop. Call the course Pro Shop at (817) 481-7277.
- Participation in the Golf Tournament is limited to the first 144 entries received with payment. (No exceptions).

Holden Cup Flight and Fun Flight

The championship flight will be comprised of all teams with a gross team handicap of 60 or less and any team that opts to play in this flight. The Fun flight will be comprised of all other entrants. Prizes for each flight will be comparable.

Championship Flight:

- A scramble format with each team receiving 10% of the team's gross handicap.
- Each player's drive must be used three (3) times.
- The winner will be the low net team.

The winner's names will be inscribed on a permanent trophy.

Fun Flight

- A scramble format.
- No requirement on drives. Just have fun.
- The 3 low gross and 3 low net teams will be awarded prizes in the Fun Flight.

Longest drive, straightest drive and closest to the pin contests will apply to both flights.

Golf Course Dress Code:

- Non-metal, non-ceramic spikes must be worn.
- Proper attire must be worn on the golf course at all times by all players.
- Shorts may be worn; Bermuda style is preferred. The length of the shorts must be below the fingertips when arms are extended downward at the sides, fingers extended. Cut-off shorts, tennis, running and all other short athletic shorts are not permitted.
- Blue jeans of any kind shall not be worn.
- Men shall wear golf shirts of an acceptable golf style with sleeves. Ladies shall wear golf-style shirts or blouses of an acceptable style. Football jerseys, tee shirts (with or without messages), tank and halter-top shirts are not permitted.

For additional information, please contact either Kim Dunn or Ed Murray at Murray and Zuckerman (518) 382-5483; or e-mail Kim at kdunn@mandzinc.com.

A full schedule and rules will be available at golf registration at the Gaylord Texan as you check in. Even though you have already registered and paid, you *must* check in at the golf registration desk when you arrive. **Golf Registration opens at 8:00 a.m. on Thursday, November 18 and will be located near the Annual Meeting Registration Desk.**



29 NAILBA 18TH ANNUAL NAILBA GOLF TOURNAMENT REGISTRATION FORM



NOVEMBER 20, 2010

Time: First ball must fly at 12:00 p.m.
Buses will depart the hotel at 11:00 a.m.

Please note:

- Only those registered for NAILBA 29 are eligible to play.
- You can only sign up fellow golfers if you are paying for their golf registration.
- You must check in at golf registration; this is where you pick up your golf "goodies". Golf Registration opens at 8:00 a.m. on Thursday, November 18; it will be located near the Annual Meeting Registration Desk.

(please circle one) Championship Flight or Fun Flight

Player #1 Name: _____

Agency/Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Handicap: _____ Shirt or Jacket Size: _____

Please Reserve Rental Clubs: Men's Women's Right Left
(Rental clubs must be paid for by players at the Pro Shop; they are NOT included in the Golf Registration Fee.)

Player #3 Name: _____

Agency/Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Handicap: _____ Shirt or Jacket Size: _____

Please Reserve Rental Clubs: Men's Women's Right Left
(Rental clubs must be paid for by players at the Pro Shop; they are NOT included in the Golf Registration Fee.)

Player #2 Name: _____

Agency/Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Handicap: _____ Shirt or Jacket Size: _____

Please Reserve Rental Clubs: Men's Women's Right Left
(Rental clubs must be paid for by players at the Pro Shop; they are NOT included in the Golf Registration Fee.)

Player #4 Name: _____

Agency/Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Handicap: _____ Shirt or Jacket Size: _____

Please Reserve Rental Clubs: Men's Women's Right Left
(Rental clubs must be paid for by players at the Pro Shop; they are NOT included in the Golf Registration Fee.)

of Players listed above _____ @ \$199 each for registrations received **BY** Oct 15, 2010.
Total Due: \$ _____

of Players listed above _____ @ \$275 each for registrations received **AFTER** Oct 15, 2010.
Total Due: \$ _____

Pay by credit card: Visa MasterCard Amex

Credit Card #: _____

Expiration Date: _____

Name on Card: _____

Signature: _____

THREE WAYS TO REGISTER:

1. ONLINE at www.nailba.org
2. FAX your registration (credit card payment ONLY) to (703) 383-6942.
3. MAIL your registration (CHECK made payable to NAILBA to):
NAILBA 29, P.O. Box 79968, Baltimore, MD 21279-0968

Pay by Check: (check is enclosed)

Amount \$ _____ Check # _____



REGISTRATION FORM

All member agencies receive one (1) Free Registration for the agency principal with their 2010 dues paid in full! **Registration fees must accompany registration forms.** NAILBA does not invoice for registration fees.

PLEASE remember to check the box telling us whether or not you are planning to attend the Mooers Award Dinner and/or the Women in Brokerage Session.

Please type or print clearly.

CONTACT INFORMATION:

Name: _____ Designations: _____
Badge Name: _____
Agency/Company Name: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
E-mail: _____
Emergency Contact (required): _____ Cell Phone: _____

NAILBA 29 REGISTRATION FEES:

Check One	Registration Category	Early— by 9/1/10	Regular— by 10/15/10	Onsite— after 10/15/10
<input type="checkbox"/>	NAILBA Member Agency Principal	FREE	FREE	\$300
<input type="checkbox"/>	Member Emeritus	FREE	FREE	\$300
<input type="checkbox"/>	NAILBA Member Agency Staff 2nd person (or more) attending from agency	\$950	\$1050	\$1400
<input type="checkbox"/>	Exhibitor or Sponsor	\$950	\$1050	\$1400
<input type="checkbox"/>	Guest NAME: _____	\$325	\$325	\$375
Total Amount Due:		\$ _____	\$ _____	\$ _____

- Yes, I will attend the Mooers Award Dinner (no additional fee)
PLEASE NOTE: Don't be a "no-show"! NAILBA reserves the right to send "no-shows" a bill for \$100 to cover lost expenses.
- No, I will not attend the Mooers Award Dinner
- I will attend the "Women in Brokerage" session on Wednesday, November 17

PAYMENT:

Credit Card: Visa MasterCard Amex
Amount \$ _____
Credit Card #: _____ Expiration Date: _____
Name on Card: _____
Signature: _____
Check: (Check is enclosed)
Amount \$ _____ Check # _____

TOTAL AMOUNT PAID: _____

THREE WAYS TO REGISTER:

1. ONLINE at www.nailba.org
2. FAX your registration (credit card payment ONLY) to (703) 383-6942.
3. MAIL your registration (CHECK made payable to NAILBA to):
NAILBA 29, P.O. Box 79968, Baltimore, MD 21279-0968

CANCELLATION POLICY:

A \$125 fee will be charged for any cancellation received on or before October 15, 2010. No refunds will be granted after October 15, 2010. **All registrations, changes and cancellations must be received in writing.**

**National Association of Independent
Life Brokerage Agencies**

11325 Random Hills Road, Suite 110
Fairfax, Virginia 22030

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NAILBA 29

NOVEMBER 18–20, 2010

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