

Program Topics For NJAIFA's Local Associations

See following pages under Association name for details.

Annuities

February 20: Middlesex-Somerset

Changing Times

June 13: Northwest Jersey

College Funding - 529 Plans

January 17: South Jersey

(5 CE credits)

March 14: Northwest Jersey

Compliance Issues

April 17: Middlesex-Somerset

Disability Income

May 9: Northwest Jersey

Economy Outlook

April 18: Greater Essex

Elder Care

May 16: South Jersey

Family Law and Insurance Planning

January 17: Passaic-Bergen

Health Insurance

January 10: Northwest Jersey (Managed Care)

Integrating Product Lines

May 16: Greater Essex

Life Insurance

April 18: South Jersey (Suitability Issues)

Long Term Care

February 14: Northwest Jersey (5 CE credits)

April 10: Tri-County (Small Groups)

June 19: Ocean

Managed Care

January 10: Northwest Jersey

Practice Management

May 15: Ocean County (Better Business Bureau)

Relationship Building

April 11: Northwest Jersey

Retirement Distribution

March 21: South Jersey (5 CE credits)

Social Security

February 13: Monmouth

February 21: Greater Essex (also Medicare, Medicaid, 5 CE credits)

Top Producer Panels

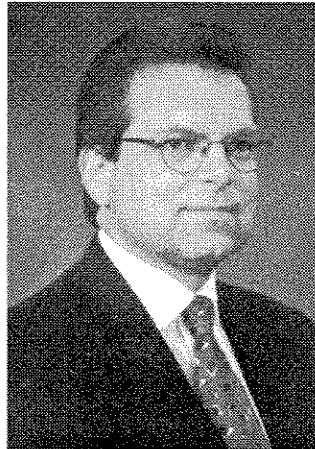
March 28: Greater Essex, How to Share Experience

March 11: Tri-County (MDRT)

May 10: Monmouth (MDRT)

June 13: Greater Essex

January Headliners



Managed Care Northwest Jersey January 10

Gary V. Cupo, President, Benefit Solutions, Wayne, broker/consultant for many Fortune 1000 companies and state and national association plans. Wholesaler of group health insurance and related products. Sponsor of 3-credit CE program, January 10, starting at 12 noon. The Evergreen, 90 Route 46, East Mountain Lake. Representatives from Cigna will conduct seminar.



College Funding South Jersey January 17

Raymond D. Loewe is a nationally recognized expert in college financial planning. His firm, Collage Money, is one of the oldest continually operating companies in the country functioning in this field. It has helped thousands of parents solve their college problems. Over the past 13 years, Loewe has also trained many financial planners and provided consulting service. Five CE credits will be given for the program beginning at 8:15 a.m. at the Centerton Country Club, Centerton.



Family Law and Insurance Planning Passaic-Bergen January 17

Susan Reach-Winers is a partner in the law firm of Budd Lerner Gross Rosenbaum Greenberg & Sade, P.C. of Short Hills. She specializes in family law and deals in such issues as cohabitation, premarital agreements, divorce, custody and time-sharing, grandparent visitation, asset valuation and mediation. She will focus on the importance of the insurance and financial advisor being part of a team in cases where assets are involved. Breakfast meeting at the Hilton in Hasbrouck Heights starts at 8:30.