

In Memorium

Brian H. Early
1958 – 2007

It is with great sadness that we report that GAMA member Brian Early was killed in an plane crash in New York on November 21, 2007. Brian was traveling with his son, Jason, and a friend, Sean Sutherland, both members of the Lynchburg College basketball team. The Earlys were taking Sutherland to visit his father, who is stationed at West Point and is about to deploy to Iraq. Both college students are currently hospitalized with their injuries.

Brian was managing partner for Northwestern Mutual in Wayne, Pa., a suburb of Philadelphia. The firm is home to 65 associates and more than \$5 billion of insurance in force. When Brian first became managing partner in September 2000, the firm was ranked 98th out of 100 in new financial representative production; by 2005, it had risen to no. 1. Brian was a GAMA International Management Award Platinum winner and qualified for many other awards.

In addition to having served on GAMA International's board of directors, Brian was a member of GAMA's leading practices seminar faculty. A member of MDRT and a board member of the MDRT/GAMA Mentoring Council, Brian was also a member of the board of directors of the Starfinder Foundation and the Caron Foundation's Philadelphia Council.

In his 22-year career with Northwestern Mutual, Brian was a frequent presenter for the company and at industry meetings on training, recruiting and development, and he was a main platform presenter at the 2001 LAMP meeting in San Diego. His workshop on recruiting was ranked no.1 of all workshops at LAMP in 1994.

In addition to his son, Jason, Brian is survived by his wife, Kathy, and daughter, Molly. Brian was an active, respected and beloved friend of GAMA and the industry. Please join us in keeping his family in your thoughts and prayers. Condolences may be sent to Kathy, Jason and Molly at 517 County Line Road, Radnor, PA 19087.