

FOR IMMEDIATE RELEASE
March 11, 2008

CONTACT: Gina Kvitkovich
703-770-8175/gkvitkovich@gamaweb.com

**GAMA International to Honor Patrick A. Ungashick, CLU ChFC CFS
with the 2008 Editor's Choice Award at Annual Conference**

Falls Church, VA —GAMA International will present Patrick A. Ungashick, CLU ChFC CFS, with the prestigious Editor's Choice Award during its Leadership and Management Program (LAMP) annual conference March 16-19, 2007 in San Francisco.

Presented to one individual each year, the Editor's Choice Award honors the year's outstanding practitioner-authored feature article. Patrick won for his article, "Keep the Peanut and Jelly Together and Other Lessons on How to Train Today's Financial Advisors," which ran in the January/February 2007 *GAMA International Journal*. Patrick's article provided a detailed approach to building an effective training program for new advisors.

After graduating from Georgetown University in 1991, Patrick entered the insurance and financial services industry, starting as an agent with Connecticut Mutual Insurance Company. By 1994, Patrick had become the regional director of marketing for the Northeast and then regional recruiting director for the Southeast for MONY. In 1998, Patrick opened his own firm with his father. Within three years, it had become one of the largest fee-based financial planning firms for MetLife. In 2004, Patrick and his father founded White Horse Advisors with two other partners, which is affiliated with Securian Financial Services.

"It's a real honor to receive the Editor's Choice Award. One of the biggest benefits of GAMA membership is sharing ideas with peers on best practices—ideas that help us grow our organizations," said Patrick. "The *GAMA International Journal* is the place for members to read about how others are recruiting, training, coaching and leading their advisors. It's a great honor to have an article I wrote be looked upon as making a significant contribution to the sharing that is GAMA."

Patrick is an active volunteer for GAMA International. He co-chairs the GAMA Membership Committee and chairs the GAMA Team-Based Membership Task Force and the Leaders of Today and Tomorrow (LoTT) Task Force. He is also presenting a workshop, Building High-Performance Adviser Teams, at LAMP.

Patrick is a past qualifying member of the Million Dollar Round Table. Patrick has spoken and written extensively in the industry, including articles in *National Underwriter*, *Atlanta Business Chronicle* and *Life Insurance Selling*.

Patrick, his wife, Stephanie and their two sons, Drew and Fitz, live in Atlanta, GA.

###

GAMA International is a worldwide professional association serving 5,500 field leaders in the insurance and financial services industry. Its members recognize their critical role in finding, building and inspiring the next generation of top performers who will, in their turn, lead the industry into the future. To help build these leaders, the association provides its members with professional development resources and opportunities, including educational, networking and leadership. GAMA International's Web site is located at www.gamaweb.com.

You are being sent this information as a member benefit and service of GAMA International. To update your member profile, visit this Web page link:

https://mmm1929.dulles19-verio.com/gamawe/update_form.htm.

Our e-mail list is maintained and kept strictly confidential by GAMA. To be removed reply to gamamail@gamaweb.com and type "remove" in the subject line.