

## GIJ Articles 2004-Present

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07 11-12	Witham, Linda L.	Thrivent Financial for Lutherans	TeamBuilding: An Essential Skill for Leaders
07 11-12	Mahoney, Joseph E.	John Hancock Financial Network	Two Simple Steps to an Advisor's Fast Start
07 11-12	Goldberg, Michael	Building Blocks Consulting	Networking: Play by the Rules – and Win!
07 11-12	Valerio, Anna Marie	Executive Leadership Strategies	A Consumer's Guide to Coaching
07 11-12	Deutschlander, Edward G.	GAMA International	President's Message: The Opportunity of a Lifetime
07 11-12	Buckley, Conkling	Franklin Life	Have You Read ... 25 Secrets to Sustainable Success
07 11-12			Top 10 Recognition Ideas
07 09-10	Fisher, Scott and Amy Bennett	The Prudential Insurance Company of America	Let's Talk About Our Generations: Recruiting and Retaining a Multigenerational Workforce
07 09-10	Richards, Phillip C.	Securian Financial Group	Focus on Relationships
07 09-10	Tender, Dennis M.	New England Financial	Bridging the Distance Between Remote Offices
07 09-10	Deutschlander, Edward G.	GAMA International	President's Message: Obligation or Opportunity?
07 09-10	Rubin, Mitchell	NL Financial Alliance	Opinion: Take a Fresh Look at Partnering with CPAs
07 09-10	Levitz, Alan	CGCG Financial	Have You Read ... Brand Harmony: Achieving Dynamic Results by Orchestrating Your Customer's Total Experience
07 09-10			Top 10 Ideas for Successful Networking
07 07-08	Zamecki, Jennifer	Well-Run Concepts, Inc.	Using the Past to Predict the Future: Behavioral Interviewing Techniques
07 07-08	Kvitkovich, Gina	GAMA International	What's On Your Client's Mind?
07 07-08			2007 GAMA International Recognition Awards
07 07-08	Barbera, Daralee S. and Mark C. Larsen	Waddell & Reed Financial Services	Recipe for a Retreat
07 07-08	Deutschlander, Edward G.	GAMA International	President's Message: Want a Hall-of-Fame Business Partner?
07 07-08	Blanco, Paul	MetLife	Have You Read ...: The E-Myth Revisited: Why Most Small Businesses Don't Work and What to Do About It; and The Game -- Win Your Life in 90 Days
07 07-08	Rooney, Mark		Study Groups Forum
07 07-08			Top 10 Ideas for Effective College Recruiting
07 05-06	Sullivan, Mark	John Hancock Financial Network	When Work Is Play: Optimizing Management Talent
07 05-06	Natoli, John	MassMutual	Growing Sales and Retention Through Client Review
07 05-06			Are You Ready to Join a Study Group
07 05-06			LAMP 2076 Photo Spread
07 05-06			Ed Deutschlander Takes the Reins as GAMA International President

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07 05-06			LAMP Awards: Louis P. DiCerbo II, 2007 Cy Pick Award; James Shoemaker 2007 GAMA International Volunteer of the Year; Joseph Jordan, 2007 Editor's Choice Award
07 05-06	Murray, Timothy P.	GAMA International	President's Message: The Past Is Prologue
07 05-06	Hughes, Jeff	GAMA International	CEO Corner: Everything, in the Future
07 05-06	Witham, Linda	Thrivent Financial for Lutherans	Master's Reading List: Joy at Work: A Revolutionary Approach to Fun on the Job
07 05-06	Porter, Dave	Bayside Financial Services, LLC	Study Groups Forum
07 05-06			Top 10 Marketing Ideas
07 03-04	Darago, Jessica	GAMA International	The Unexpected Innovator
07 03-04	Iselin, Dawn		Love Thy Recruiter
07 03-04	Khan, Tariq	Nationwide Financial Network	Embrace Diversity to Grow Your Business
07 03-04	Sziklai, Dr. Csaba	Advocacy System	Positioning for Selling Insurance
07 03-04	Murray, Timothy P.	GAMA International	President's Message: Wow, LAMP Is Here!
07 03-04	Damsky, Scott E.	Prudential Financial	Master's Reading List: The 7 Habits of Highly Effective People
07 03-04	Baier, John T.	New York Life	Study Groups Forum
07 03-04			Top 10 Touches for Reps
07 01-02	Reubling, Diane M.	The Reubling Group LLC	Action Learning: Creating the Connection Between Good Intentions and Great Execution!
07 01-02	Ungashick, Patrick A.	White Horse Advisors	"Keep the Peanut Butter and Jelly Together" and Other Lessons on How to Train Today's Financial Advisors
07 01-02	Axman, Dennis M.	Prudential Financial	Planning for a Practice/Business Transfer: Make It a Win-Win Situation
07 01-02			LAMP 2007 Exhibitors & Concurrent Sessions
07 01-02	Murray, Timothy P.	GAMA International	President's Message: A Profile in Courage
07 01-02	Hughes, Jeff	GAMA International	CEO Corner: A Weekend at the Beach
07 01-02	Cleary, Dick	John Hancock Financial Network	Master's Reading List: It's Your Ship
07 01-02	Martin, Andy	First Protective Insurance Group	Study Groups Forum
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06 11-12	Tucciarone, Joseph W.	Guardian Life Insurance Company of America	Recruiting Mistakes I've Made
06 11-12	Finn, Brian	MetLife	Doing Well by Doing Good: Special Needs Planning Is a Growing Opportunity
06 11-12	Cooper, Susan M.	AXA Equitable	Teamwork Makes the Mission Work: Referral-Based Marketing
06 11-12			Philanthropy Feature
06 11-12	Murray, Timothy P.	GAMA International	President's Message: My Favorite Time of Year

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06 11-12	Golan, Jeff	Securian Financial Network	Master's Reading List: Blink: The Power of Thinking Without Thinking: Execution: The Discipline of Getting Things Done; Building Your Multi-Million-Dollar Practice: Eight Success Strategies from Top Producing Advisors
06 11-12	Kwasigroch, John		Study Groups Forum
06 11-12			Top 10 Ways to Get a New Year Fast Start
06 09-10	Jordan, Joseph	MetLife	Selling Significance
06 09-10	Beaulieu, Kevin and Beaulieu, Richard, Jr.	John Hancock Financial Network	Accelerate Success by Uncovering Your Markets
06 09-10	Dean, Mark and Witham, Linda	Thrivent Financial for Lutherans	The One Thing That Will Improve Four Things: Accountability Coaching
06 09-10	Robert Krumroy	Identity Branding, Inc.	Teaching Today's New "Getting In" Skill Is Critical!
06 09-10	Condrey, R. Michael	Northwestern Mutual Financial Network	Commentary: Our Obligation, Our Opportunity
06 09-10	Murray, Timothy P.	GAMA International	President's Message: The Miracle of Life Insurance and Its Effects on the Economy of the United States of America
06 09-10	Hughes, Jeff	GAMA International	CEO Corner: Toronto: The Coming-Together Place
06 09-10	Cooper, Susan M.	AXA Equitable	Master's Reading List: Difficult Conversations: How to Discuss What Matters Most
06 09-10	Crafts, Michael	Farmers Insurance Group	Study Groups Forum
06 09-10			Top 10 Ways to Balance Your Life
06 07-08	Cowan, Howard B.	MassMutual	Motivating Agents for Success
06 07-08	Clemens, John K.	Hartwick Leadership Institute	Time Mastery: How to Pack More Leadership Into Each Moment of Your Day
06 07-08	Schumacher, Myron	American National	Keeping the Keepers: Treating People Right
06 07-08	Worthy, Steve	John Hancock Financial Network	Cultivating Leadership Is Essential for the Career Agency System to Thrive
06 07-08			2006 GAMA International Recognition and Awards
06 07-08	Murray, Timothy P.	GAMA International	President's Message: Let's Get Positive!
06 07-08	Witham, Linda		Study Groups Forum
06 07-08			Top 10 Client Appreciation Ideas
06 05-06	Davenport, Joey	Northwestern Mutual Financial Network	The Matrix Reloaded: A Coaching Model for Accountability
06 05-06	Linkowski, Steve J.	New England Financial	Recruiting and Building From Scratch in an Era of Closures and Mergers
06 05-06	Sanders, Jane	Authentic Leadership Resources	Get Gender Smart! Communicating Effectively With Women for Recruiting and Retention Results
06 05-06			LAMP 2006 Photo Spread

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06 05-06			President's Spotlight: An Interview With Incoming GAMA International President Timothy P. Murray
06 05-06			LAMP Awards: Charles F. (Chuck) Rowell Jr.; 2006 Cy Pick Award; Herman Dixon, 2006 Ambassador of the Year
06 05-06	Baccigalupi, Robert H.	GAMA International	President's Message: The Power of Giving
06 05-06	Hughes, Jeff	GAMA International	CEO Corner: A Home Run in Orlando: LAMP 2006 Leaders of Today and Tomorrow
06 05-06	Savage, Robert C.		Study Groups Forum
06 05-06			Top 10 Tips for Running a Contest
06 03-04	Darago, Jessica	GAMA International	A Teacher By Nature
06 03-04	Blanco, Paul	MetLife	A Fast Start Is Critical to Success
06 03-04	Weintraub, Allen M.	New England Financial	Building a Marketing Culture in Your Agency
06 03-04	Trainor, Norm	The Covenant Group	The 21st-Century Agency: Is Your Agency About to Become Extinct?
06 03-04	Baccigalupi, Robert H.	GAMA International	President's Message: Leaders Growing Leaders
06 03-04	Swenson, Wayne	Swenson Anderson Financial	Master's Reading List: Repacking Your Bags: Lighten Your Load for the Rest of Your Life
06 03-04	Dollarhide, Jeff	MassMutual	
06 03-04			Thank You, GAMA Resource Partners!
06 03-04			Top 10 Screw-Ups
06 01-02	Carbee, Patricia L.	Penn Mutual Life Insurance	Manpower? How Women Are Shaping the Industry
06 01-02	Atchinson, Brian K.	Insurance Marketplace Standards Association	Profit and Ethics: The Bottom-Line Value of Integrity
06 01-02	Depman, Al		The Practice Management "Sweet Spot": When Income, Not Wealth Accumulation, Becomes the Goal of Your Development
06 01-02	McGuigan, Patrick J. and Alan B. Eisner	Pace University	The Seven "P's" of Professionalism
06 01-02	Dickstein, Ronald C.	John Hancock Financial Network	Real Life Story: One Who Changed My Career
06 01-02	Baccigalupi, Robert H.	GAMA International	President's Message: You're Not in the Same Business You Signed Up For
06 01-02	Hughes, Jeff	GAMA International	CEO Corner: Volunteers Don't Volunteer to Volunteer
06 01-02	Cowan, Howard B.	MassMutual	Master's Reading List: Seeing the Win: Why I Believe Vision Coaching Is Vital to Winning Business Teams in the 21st Century and Bringing Out the Best in People
06 01-02	Jonson, Kurt D.	Penn Mutual Life Insurance	Study Groups Forum
06 01-02			LAMP 2006 Exhibitors
06 01-02			Top 10 Tips for Hiring Staff
05 11-12	Kaltenbach, Greg	John Hancock Financial Network	Build Your Bench

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05 11-12			Second Annual Philanthropy Issue
05 11-12	Bacciagalupi, Robert H.	GAMA International	President's Message: A Letter to Our Stakeholders
05 11-12	Crystal, Robert H.		Leadership: The Ability and Willingness to Answer Six Questions
05 11-12			Top 10 Books and Tapes
05 09-10	Viner, Emily Y. and William Devlin	Guardian Life Insurance Company of America	Three Steps or "Plays" to a Winning Recruiting Season
05 09-10	Smyth, Dianne	AXA Equitable	AXA Financial: The Evolution of a Company for Women
05 09-10	Keller, Greg	Renaissance Financial	Integrating Investment Advisory Services into Your Firm
05 09-10	Bacciagalupi, Robert H.	GAMA International	President's Message: Celebrating Life Insurance Awareness Month
05 09-10	Hughes, Jeff	GAMA International	CEO Corner: The GAMA Resource Tree
05 09-10	Woods, David F.	NAIFA	Commentary: The Village
05 09-10	Arzt, Robert A.	Polaris One	Leadership: Been There, Done That, Do It Again!
05 09-10			Top 10 Tips for Annual Planning
05 07-08	Vitiello, Vince	Allianz	The Eight Fundamentals of Leadership
05 07-08	Marroni, Mark J.	John Hancock Financial Network	P.E.O.P.L.E Power
05 07-08	Robinson, Sabine	Northwestern Mutual Financial Network	Six Strategies to Launch Your New Agents on the Fastest Possible Start
05 07-08	Sziklai, Dr. Csaba	Advocacy System	Repositioning Recruiting and Marketing Practices
05 07-08			A Tribute to James H. Krueger
05 07-08			2005 GAMA International Recognition and Awards
05 07-08	Bacciagalupi, Robert H.	GAMA International	President's Message: The Meaning of Membership
05 07-08			Top 10 Tips for a Fast Start
05 05-06	Karasik, Paul	The Business Institute	The Four Biggest Mistakes Managers Make
05 05-06	DeVaun, Kevin and Larry Kangas	The Wedge Group	The Competitive Storm That's Brewing: What Spitzer's Lawsuit May Mean to Us
05 05-06	Goldberg, Michael	Building Blocks Consulting	Teaching Your Agents the Building Blocks to Networking
05 05-06			LAMP 2005 Photo Spread
05 05-06			President's Spotlight: An Interview With Incoming GAMA International President Robert H. Bacciagalupi
05 05-06			LAMP Awards: Daniel W. Anderson, 2005 Cy Pick Award; Douglas Hamm, 2005 Ambassador of the Year
05 05-06	Krueger, James H.	GAMA International	President's Message: LAMP 2005 Presidential Speech
05 05-06	Hughes, Jeff	GAMA International	CEO Corner: Getting Work Done Together

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05 05-06	Corey, Mike	Highland Partners	Commentary: Technology and Leadership Key to Solving the Agent Recruiting Crisis
05 05-06	Briguglio, Nancy	Lincoln Financial Group	Master's Reading List: Rich Dad, Poor Dad; and Real Leadership in Real Time: How to Lead With High Skill at High Speed
05 05-06			Top 10 Tips for a Fast Start
05 03-04	Miller, Dick	AIG American General	How Mergers Impact the Industry (pt. 2)
05 03-04	Smith, Charlie	GAMA International	The Task Force for the Future: Navigating the Perfect Storm
05 03-04	Lombardo, Bill	Bankers Life and Casualty	Best Practices Guide Professional Training at Bankers
05 03-04	Loveland, Elaina	GAMA International	Changing Lives Forever:
05 03-04	Krueger, James H.	GAMA International	President's Message: LAMP: Growth Through Sharing
05 03-04	Deutschlander, Ed	Securian Financial Network	Master's Reading List: The Dysfunctions of a Team: A Leadership Fable; and Selling the Invisible: A Field Guide to Marketing; and The 21 Irrefutable Laws of Leadership; and The Servant Leader Within
05 03-04	Dobbie, Matthew J.	New England Financial	Study Groups Forum
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05 01-02	Miller, Dick	AIG American General	How Mergers Impact the Industry (pt. 1)
05 01-02	Dressner, Jon	Life and Health Insurance Foundation for Education	Campaign Gets Americans Thinking About Life Insurance Again
05 01-02	Levitz, Alan	Securian Financial Network	Study Groups: A Powerful Forum
05 01-02	MacDonald, Machen P.	AXA Equitable	The Proven Principles of Strong Selection and Recruiting
05 01-02	McGuigan, Patrick J.	Pace University	What Managers Should Know About Decision Making
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05 01-02	Krueger, James H.	GAMA International	President's Message: From the Heart
05 01-02	DeVaun, Kevin	The Wedge Group	Leadership: Five Lessons from John Gagliardi
05 01-02			Top 10 Executive Education Ideas
04 11-12	Hughes, Jeff	GAMA International	A History Lesson Through the Lens of the GAMA International Journal
04 11-12	Trainer, Norm	The Covenant Group	Paradigm Shift: The Entrepreneurial Agency
04 11-12	Dean, Peter J.	The American College	Ethical Leadership Held Captive
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04 11-12	Bluestone, Andrew S.	MassMutual	Master's Reading List: The Tipping Point: How Little Things Can Make a Big Difference; and Into Thin Air: A Personal Account of the Mount Everest Disaster
04 09-10	Blanco, Paul	MetLife	The Marketing Machine: Take Your Practice to the Next Level
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04 09-10	Stewart, Maury	Penn Mutual Life Insurance	Management: Mission or Money
04 09-10	Krumroy, Robert	Identity Branding, Inc.	Marketing: The Business Relationship Ladder
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04 07-08	Ouditt, Neil	Manulife Financial	Improving Productivity and Retention in Canada
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04 07-08	Bareither, Karl	FBR System	Empowering Advisors to Enrich Families and Businesses for Generations
04 07-08			2004 GAMA International Recognition Awards
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04 07-08	Newman, Debra	Newman Long Term Care	LTC: Five Simple Decisions to Design Your LTCI Policy
04 07-08	Condrey, R. Michael	Northwestern Mutual Financial Network	Master's Reading List: Wild at Hearth: Discovering the Secret of a Man's Soul; and Against the Gods: The Remarkable Story of Risk; and The Roaring Nineties: A New History of the World's Most Prosperous Decade
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04 03-04	Casper, David	Northwestern Mutual Financial Network	To Be a Leader
04 03-04	White, Michael R.	GAMA International	President's Message: The More Things Change, the More They Stay the Same
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04 03-04	Angell, Al	Northwestern Mutual	Master's Reading List: One-Minute Sales Manager; and Good to Great: Why Some Companies Make the Leap and Others Don't
04 01-02	Dressner, Jon	Life and Health Insurance Foundation for Education	Life Insurance Awareness Month: New Campaign to Inform Consumers
04 01-02	Deuel, Dan		Forget Everything You Know About Mergers
04 01-02	Brunone, Chris and Ray Snyder	The Ken Blanchard Companies	Gung Ho! Creating Meaning That Inspires Results (pt. 1)
04 01-02	Boisvert, Trisha Gallagher	The Gallagher Group	What Old Money Can Learn From New Luxury

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04 01-02	White, Michael R.	GAMA International	President's Message: It's Simple: Fill the Lake
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04 01-02	Newman, Debra	Newman Long Term Care	LTC: Why Wealthy Clients Needs LTC, Too