



FIELD LEADERSHIP SERIES
Finding the Right People

Unless otherwise noted, all workshops will be held on September 10, 2008.

Available Nationwide This Fall!

See next page for complete listing of cities, facilitators and alternate dates.

Find the best candidates for your agency or firm!

Attend this interactive and fast-paced workshop and learn —

- How to maximize your recruiting resources
- Key elements of top-performing agencies' candidate profiles
- Tools to determine a candidate's fit, willingness and ability.

Discover the proven techniques of Master Agency Award winners and Hall of Fame honorees and leave with the tools you need to find the best new candidates.

For more information, visit us on the Web at
<http://www.gamaweb.com/programsevents/fls/FRPAgenda.pdf>.



Registration Form

GAMA International Member ID # _____ Workshop Location _____

Name _____ Designations _____

Title _____

Business Address _____

City _____ State _____ Zip _____

Business Phone _____ Fax _____

Email _____

Registration

Early Bird Pricing

Regular Pricing

- | | | |
|---|-------|-------|
| <input type="checkbox"/> GAMA Foundation Contributors | \$300 | \$325 |
| <input type="checkbox"/> Noncontributors | \$400 | \$425 |

Team Pricing Special: Register 3 or more members of the same team and receive \$50 off the registration price of each team member after the first two full-price registrations! (Please contact GAMA (programs@gamaweb.com) for a team registration form.)

Total Payment Due: \$ _____

Check (*Payable to GAMA International, U.S. dollars drawn on a U.S. bank*)

MC Visa AMEX

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Signature _____

Send payment information and completed registration to
GAMA International, 2901 Telestar Court, Suite 140, Falls Church, VA 22042
or fax to 703-770-8182.



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ALABAMA – Birmingham

Hank Walker and Darryl Wilson, Kansas City Life Insurance

ARIZONA – Phoenix

Mark Bonnett, Securian Financial Group

ARKANSAS – Little Rock

Albert Hurst Jr., Modern Woodmen of America

CALIFORNIA – Newport Beach

Richard McCloskey (Host) and Jeff Golan, Securian Financial Group

CALIFORNIA – San Francisco/San Jose

Ross Borzin, The Prudential Insurance Company of America

CALIFORNIA – Woodland Hills

Linda Witham, Thrivent Financial for Lutherans and Daralee Barbera, Waddell & Reed Financial Services

COLORADO – Denver (Sept. 18)

Shelly Rowe, Kansas City Life Insurance Company and Jason Maples, Penn Mutual Life Insurance Company

CONNECTICUT – New Haven

Maureen Mauro, Genworth Financial and Carl Marchitto, Waddell & Reed Financial Services

FLORIDA – Boca Raton/West Palm

Dick Cleary, John Hancock Financial Network

FLORIDA – Jacksonville (Sept. 15)

Robert Tyson (Host) and Charlie Smith

FLORIDA – Miami

Luis Chiappy, AXA Equitable

FLORIDA – Orlando

Jim Peterson, First Command

FLORIDA – Tallahassee

Lee Harrison, Guardian Life Insurance Company of America and Dave Moore, Sr., American National Insurance Company

FLORIDA – Tampa

John Mangin Jr., OneAmerica Financial Partners

GEORGIA – Atlanta

Tom Purcell and Bob Mathis, Guardian Life Insurance Company of America

ILLINOIS – Skokie

Harry Hoopis (Host), Peter Hoopis and Joey Davenport, Northwestern Mutual

INDIANA – Indianapolis

Kevin Bell, Guardian Life Insurance Company of America and Greg McRoberts, MassMutual Financial Group

LOUISIANA – Baton Rouge

Robert Turgeon, American National Insurance Company, Desi Doise, Woodmen of the World and Terry Kennedy, Knights of Columbus

MASSACHUSETTS – Boston

Dave Porter and Mike Tashjian, New England Financial A MetLife Company

MICHIGAN – Detroit/Toledo, OH

Dale Seymour, MassMutual Financial Group

MINNESOTA – Minneapolis

Phillip Richards (Host) and Ed Deutschlander, Securian Financial Group

MISSISSIPPI – Tupelo

Jamie Hofmister, Woodmen of the World

MISSOURI – Kansas City (Sept. 3)

Kerry Lawing, Ohio National and John Kliever, Waddell & Reed Financial Services

MISSOURI – St. Louis

Dan Filla, State Farm Insurance Companies and John Brooks, AIG American General (AGLA)

NEBRASKA – Omaha

Woodmen of the World (Host) and Cynthia Dornbush, The Horace Mann Companies, Jim Pearson, Woodmen of the World, and Thomasina Skipper, State Farm Insurance Companies

NEVADA – Las Vegas

Ken Gallacher, American National Insurance Company and Blake Nelson, Beneficial Financial Group



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NEW JERSEY – Saddle Brook

John Baier, New York Life Insurance Company and Bob Baccigalupi, Genworth Life & Health Insurance Company

NEW YORK – Buffalo/Syracuse

Bob Fashano, Guardian Life Insurance Company of America

NEW YORK – New York City

Athan Vorilas, John Hancock Financial Network and Victor Goldman, New England Financial A MetLife Company

NORTH CAROLINA – Charlotte

Rick Dobson, Guardian Life Insurance Company of America

NORTH CAROLINA – Raleigh

Mike Condrey, Northwestern Mutual

OHIO – Cincinnati

Tim Murray, John Hancock Financial Network

OKLAHOMA – Oklahoma City/Tulsa

Joe Wilburn, Jr., Securian Financial Group and Grady Hurst, MassMutual Financial Group

OREGON – Portland

Johnny Walker, Securian Financial Group and Larry Plumb, Guardian Life Insurance Company of America

PENNSYLVANIA – Philadelphia (Date TBD)

Chris Hackley, Securian Financial Group

PENNSYLVANIA – Pittsburgh

Chuck Rowell, New York Life Insurance Company and Steve Marziotto, The Prudential Insurance Company of America

RHODE ISLAND – Providence

Brooks Bartlett, Lighthouse Financial A MetLife Company

SOUTH CAROLINA – Charleston (Sept. 17)

Ed Cook, New England Financial A MetLife Company and Charlie Smith

SOUTH DAKOTA – Sioux Falls

Steve Ciofalo, Waddell & Reed Financial Services

TENNESSEE – Memphis

Mike Washburn, American National Insurance Company

TENNESSEE – Nashville

Dewane Lewis, Jr., AIG American General (AGLA) and Tim Sinks, MassMutual Financial Group

TEXAS – Austin

Joel Swinehart, AIG American General (Independent Agency Group) and Arturo Rocha, Waddell & Reed Financial Services

TEXAS – Dallas

David Ayres, The Penn Mutual Life Insurance Company

TEXAS – Houston

Jeff Applebaum, Securian Financial Group and Richard Lee Ray, Guardian Life Insurance Company of America

UTAH – Salt Lake City

Derek Bohne, Farm Bureau Financial Services and Cal Welling, Securian Financial Group

VIRGINIA – Falls Church (DC Metro)

Philip Leopold, First Command

VIRGINIA – Richmond

Mike White, Securian Financial Group and John Duni, New England Financial A MetLife Company

WASHINGTON – Seattle/Tacoma

Brad Berger, First Command Financial Planning and Knut Olson, Thrivent Financial for Lutherans

WEST VIRGINIA – Charleston

Herman Dixon, State Farm Insurance Companies

WISCONSIN – Milwaukee

Dan Lawrence, Modern Woodmen of America and Steve Kramer, New York Life Insurance Company

CANADA – Vancouver, BC

Avtar Badasha, Desjardins