



NAIFA Central Valley Associating for Success

General Luncheon Meeting

Thursday, March 18, 2010

11:30 am - 1:30 pm

Courtyard by Marriott • 1720 Sisk Road, Modesto

Note
Location!

Table Topic 11:30 am - 12:00 noon

"Top 5 Products for a Down Market"

presented by F. Thomas Biglione, CLU, ChFC

Luncheon 12:00 noon - 1:30pm



Steven J. Wright, CLU

Patterns of Success **A 20 Year Industry Perspective**

Steve has been a Regional and/or Managing Director of The Principal Financial Group since 1997. His current operation includes nearly 60 representatives in three offices; Roseville, Elk Grove & Modesto. In 2009 it was recognized as the largest advisory firm in Northern California by the Business Journal. Before moving to California, he worked in Principal's corporate office in Des Moines, Iowa training and developing middle managers and sales people. He moved to the corporate office in May of 1992 after beginning his sales career in 1989. He has spent his entire professional career with Principal Financial Group.

Steve and his wife Jill have been married for 20 years. They have a son Andrew (16) and a daughter Anna (13). They are both active in their church, school and sports in Granite Bay.

Steve is an active member and past local president (1999-2000) of the National Association of Insurance and Financial Advisors. He is also a member of General Agents Management Association (GAMA) and the Society of Financial Services Professionals (SFSP).

\$23 NAIFA members or \$28 non-members

Reservations Required by Monday, March 15th

*A big thank you to our "Top of Table"
2009/10 Luncheon Sponsors:*

Hartford Life

MARCH 18th GENERAL MEETING RESERVATION FORM

Please return to **NAIFA Central Valley, 15 S. Rose Street, Lodi, CA 95240 • PH 339-4651 • FAX 339-8273 • kimmetz@naifacentralvalley.org**

Name _____ Phone # _____ Email _____

Yes, I will attend the luncheon

The cost to attend is \$23 for NAIFA members or \$28 for non-members.

Reservations required by 10:00 am on Monday, March 15. Cancellations not made by 10:00 am on Monday, March 15 must be honored.

Method of Payment: Check MC VISA American Express

Card Holder Name _____ Signature _____

Credit Card # _____ Exp. Date _____ Billing Zip Code _____