



# NAIFA Central Valley Associating for Success

## General Luncheon Meeting

Thursday, April 15, 2010

Stockton Golf & Country Club • 3800 W. Country Club Blvd, Stockton

Note Location!

### CE Class 11:00 am - 12:00 noon

#### **Overcoming Individual Disability Insurance Objections.**

Learn how to overcome the top 10 reasons why clients do not buy disability income insurance, plus receive proven sales ideas and marketing programs guaranteed to increase your disability income sales.

Moderated by Jim Farden, CLU, RHU.

### Luncheon 12:00 noon - 1:30 pm



#### **Jim Farden, CLU, RHU**

Principal Financial Group  
Disability Income Regional Vice President

## **Individual Disability Income Trends**

### **What we are seeing in Products, Services, Financial and Medical Underwriting, and Claims.**

Jim joined Principal Life Insurance Company in January 2003 as the Disability Income Regional Vice President (DI RVP) covering the states of California and Nevada and is responsible for all disability sales through Principal's distribution channels including Career, Brokerage General Agencies and Independent Brokerage. In addition, he speaks at seminars and industry functions on disability insurance topics.

Jim started his career in the insurance industry with Provident Life and Accident in 1984 as a Disability Consultant in Miami, Florida and worked for Provident, now UnumProvident, for 15 years in various management capacities. He has been a Regional Executive Benefit Consultant as well as a Senior Group Representative with major disability income carriers.

Throughout Jim's career, he has authored articles on disability insurance for many newsletters and publications. He is an active member of The National Association of Insurance and Financial Advisors and has served on numerous Boards of Directors in various capacities. He is currently Membership Co-Chairman of NAIFA-San Francisco Peninsula.

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

**Reservations Required by  
Monday, April 12th**

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

### **APRIL 15<sup>th</sup> 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     Yes, I will attend the CE class

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

**Reservations required by 10:00 am on Monday, April 12.** Cancellations not made by 10:00 am on Monday, April 12 must be honored.

Method of Payment:     Check     MC     VISA     American Express

Card Holder Name \_\_\_\_\_ Signature \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Billing Zip Code \_\_\_\_\_