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○ ISSUE 4 | ○ VOLUME 2 | ○ Summer 2011



# NIME

*National Insurance Marketing Executives*

## Board Members

### IMMEDIATE PAST PRESIDENT

Bruce C. Seymour, JD  
Senior Vice President,  
Wealth Management Group  
Wells Fargo Advisors, LLC

### PRESIDENT

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ICB V/P Sales

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Vice President, Eastern Reg. Sales Manager  
ING Life Sales

### TREASURER

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Encore Annuity & Life Marketing Co

### MEMBERSHIP CHAIR

John Mazzola  
Managing Partner  
Encore Annuity & Life Marketing Group

### ASSOCIATE MEMBER CHAIR

Rick Dugger  
President, Vector One

### EXECUTIVE DIRECTOR

Lynette F. Owens  
President, Lynette Owens & Associates

## President's Message



I bid you summer time greetings from hot Central Texas. Hope you are having a cooler summer than we are and maybe even a little rain. Even though the temperature may be hot now, it pales in comparison to the sizzling program we have planned for our fall meeting at the incredible Windsor Court Hotel in New Orleans. We will begin on Sunday evening September, 18, 2011 with a member reception that will end early enough for you to enjoy dinner on your own at one of the many great places to dine in New Orleans. Our program on Monday showcases three outstanding speakers. Leading off will be MDRT Top of the Table speaker Kathleen Bilderback, JD, LL.M, AEP. One of the country's leading estate planning attorneys and most gifted speaker, she will address "Shifting Sands: Estate Planning Strategies for the Current Environment." Next up will be Mike Walker, Senior Vice-President with Wells Fargo. Mike will share with us the process used to evaluate the financial strength of companies in his presentation "Promises Made—Promises Kept; Restoring Public Trust in Uncertain Times." He is both informative and entertaining. Our third speaker for the day is Dale Alexander, CLU, ChFC, CFP the President of an employee benefits firm in the Atlanta area. Dale was a platform speaker at the Top of the Table meeting this year. His message centers on how the financial services business changes lives. He will share with us the traits needed to create success in a new world of insurance and financial services. "WHY, What? How – Life in the New Normal" For more information about our speakers and the complete agenda, visit our website, [www.nimeonline.com](http://www.nimeonline.com). With just about two months remaining before our final meeting of the year I would encourage you to make your reservations. You will not want to miss this event. I would also like to have you reflect for a moment on the reason you became a member of our great organization. For most of us it was because a current member asked us to attend a meeting. I know that was the case for me, it was LaDale Young who invited me. The only way that NIME or any volunteer organization can sustain itself if to bring new members into its fold. Our New Orleans meeting is the perfect setting to bring others to the table. I encourage each of you to attend the meeting and to bring someone who might also have a great first experience. Thank you for being a member of NIME and I will see you at the Windsor Court.

*M. Batsell*

President  
National Insurance Marketing Executives

## Our Purpose

*The purpose of NIME shall be to provide a means through which Officers and representatives of companies in the financial services industry may exchange ideas and provide a forum for discussion of issues affecting them and their respective companies.*



# Upcoming Meetings

*Incredible Properties • Superb Programs • Networking Opportunities*

*Fall - September 18-20, 2011  
Windsor Court Hotel  
New Orleans, LA*



*Visit [WWW.NIMEONLINE.COM](http://WWW.NIMEONLINE.COM) for information and registration on all Upcoming Events!*



**NIME**

*National Insurance Marketing Executives*

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