



Minneapolis convention workshops

The Mutual Benefit Association is proud to be offering two separate workshops at the 68th NALC biennial convention in Minneapolis—one on Tuesday and one on Friday of the convention week.

On Tuesday, July 24, from 7:30 a.m. to 9:30 a.m., I will be presenting a workshop that is open to all NALC members. Guest speakers will go into detailed explanations of individual financial planning with a focus on the need for life insurance. The discussion will include ways to determine the amount of life insurance individuals will need to secure a financial future for themselves and their families. An additional topic that will be presented will be the history of burial costs and the rising cost of burial expenses.

The MBA staff will follow up with a presentation of different types of life insurance products (Whole Life, Term Life and Universal Life). Detailed explanations of the life insurance products offered by the MBA, including MBA Life Paid-Up at Age 90, MBA Life Paid-Up at Age 65, MBA Life Paid in 20 Years, Independence, MBA Universal Life and MBA 10-Year Renewable and Convertible Term Life, will be given.

In keeping with the topic of financial planning, the MBA staff will present other products offered by the MBA to assist in planning for the future. These products include the MBA Hospital Confinement policy and the

Maturity Income (Traditional IRA, Roth IRA and Non-Qualified Deferred Annuity) products.

The workshop will conclude with a question-and-answer period. No pre-registration for this workshop is required.

On Friday, July 27, from 7:30 a.m. to 9:30 a.m., the MBA will present a workshop *exclusively* for MBA representatives. Several topics will be covered, including the MBA representative's responsibilities, the availability of policy information, and the requirements of confidentiality. The role of the MBA representative according to the *NALC Constitution* will be reviewed. Information on the Federal Employees Group Life Insurance (FEGLI) will be given in addition to the products offered by the MBA. There will be a time period for questions and answers with the MBA representatives.

Upon conclusion of the workshop, the MBA representatives will be prepared to share information about the Mutual Benefit Association with the members of their NALC branch.

Space is limited to 150 MBA representatives. Pre-registration is required (see below). A letter and registration form have been sent to all MBA representatives. If you are an MBA rep and have not received a registration form, please call the MBA office at 202-638-4318.

Please see the NALC Minneapolis Convention Pocket Guide for room locations for these two workshops. ✉

MBA Representatives' Briefing—Q-and-A Registration

NALC's 68th Biennial Convention
Friday, July 27, 2012, 7:30-9:30 a.m.
Minneapolis Convention Center
Minneapolis, Minnesota

Name _____

Branch number _____ City/state _____

T-shirt size _____

Please Note: Space is limited—150 participants only, first-come basis.

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