



# NAIFA-WICHITA 2020 Professional Forum

**Tuesday, March 3, 2020**

Botanica Gardens – Lotus Hall  
701 Amidon St, Wichita, KS 67203

8:30 a.m.	Registration and Sign-In
9:00 a.m.–12:00 p.m.	Morning Keynote Speaker <b>Van Mueller:</b> 29-Year MDRT TOT Advisor <i>Life Insurance and Annuity Training Course</i>
12:00-12:10 p.m.	Political Action Committee Update
12:10-1:00 p.m.	Lunch – by Corporate Caterers
1:00-2:50 p.m.	Afternoon Keynote Speaker <b>Richard Hight:</b> Visual Impact Speaker and Artist <i>Explore the Creative Side of Problem Solving Using an Artist's Perspective</i>
2:50-3:00 p.m.	Adjourn

**5 hours of Kansas Insurance Continuing Education have been applied for**

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## Registration

- Pre-Registration (before 2/28/20) (includes lunch)
  - \$75 Early Bird
  - \$60 Special Group Rate for 6+
  - \*Group leaders must set up your group password and share with group individuals**
- At the Door
  - \$100 at the door

**\*\*\* All registrations made through Eventbrite – please use this link to register:**

<https://www.eventbrite.com/e/naifa-wichita-2020-professional-forum-tickets-94280620875>

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### ***Who should attend the Forum?***

This Professional Forum has a broad appeal to new and experienced financial service representatives alike. Invite industry colleagues and peers! *Listen, Learn, Share, Refer and Network!* When you leave the Forum, you will be able to inspire your prospects and clients and give them ways to make organized decisions.

**Questions?** Contact Bethel Banzhaf, executive director: [WichitaNaifa@gmail.com](mailto:WichitaNaifa@gmail.com); 316.641.5255

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March 3, 2020

**\*\* \*Room temperature fluctuates so layered clothing is recommended\* \*\***

**9:00 a.m. – 12:00 a.m.**

## **Life Insurance and Annuity Training Courses**

Van Mueller: 29-Year MDRT TOT Advisor

Van's objective is to provide agents with enough information to retrain their way of thinking toward life insurance and annuities. There are so many unique ways to make use of life insurance as a protection and saving vehicle – as well as annuities when planning someone's investment portfolio. Agents will understand how valuable a life insurance program can be as a vehicle that can provide many benefits for the same dollar and be able to explain the benefits clearly and concisely. There are many unique ways to make use of annuities and this course will make sure agents know each one of them and how to use them to their full potential.

Agents will become better versed on life insurance and annuities when they approach their clients. They will know exactly what is the best thing to do and how to go about accomplishing the goals that all of their customers have.

Insurance Matters – Rewriting the Conversation

- Temperature of market and current economics
- What do we have to offer the client?
- Advising the client

Van has many new ideas to share that will immediately increase agents' appointments and sales.

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**Van Mueller LUTCF, LACP:** January 23, 2020 marks Van's 47th year as an insurance agent. He is an active member of MDRT, having qualified for Court of the Table in 1990 and Top of The Table for the last 30 years.

Van was awarded the Milwaukee NAIFA Distinguished Service Award for 2003, and in 2010 was the proud recipient of the A. Jack Nussbaum Distinguished Service Award for NAIFA-Wisconsin. He has also qualified for the National Sales Achievement Award, the National Quality Award, the Health Insurance Quality Award, and has qualified many times for the National Association of Health Underwriters Leading Producers Round Table. Van was selected by *Senior Market Advisor* magazine as the 2010 Advisor of the Year.

Van supports many industry organizations. In addition to membership in NAIFA and the Million Dollar Round Table, he is also a member of the Society of Financial Service Professionals, an Emissary Contributor to IFAPAC, and a Diamond Knight of the Million Dollar Round Table Foundation.



Van has spoken to groups around the world, including being main-platform speaker at MDRT in 1998 Chicago and the main platform speaker at the 2001 Top of The Table meeting, Maui, and platform speaker for the MDRT Experience in Tokyo, Japan, in 2008. He has written many articles for various publications, and has a web-based monthly newsletter subscription that many agents find an invaluable resource.

Van believes that the next decade will be "The Greatest Time Ever" for insurance and financial service professionals. He promises to deliver "*killer stuff*" that you won't want to miss!

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**1:00 p.m. – 2:50 p.m.**

## **Exploring the Creative Side of Problem Solving Using an Artist's Perspective**

Richard Hight CSP, Visual Impact Speaker and Artist

Seeing solutions where you had previously only seen problems and discovering opportunities where you thought none existed – Richard skillfully stretches people's perceptions to see new possibilities and experience how their own imagination works.

Successful people take advantage of emerging opportunities. Successful people also seek better solutions for their ongoing challenges. In both cases, creativity is the crucial ingredient. Creating requires a broader and more imaginative way of thinking, but it's open to all and can help anyone, whether they're a student, a businessperson, or anything in between. And creativity is not just for fancy projects – it's for everyday life!

Richard inspires individuals to achieve fulfillment in their professional and personal lives and challenges organizations to implement creativity and innovation to accomplish their goals and attain their vision.

- Develop and fully develop new answers to problems that once seemed unsolvable
- Become more persuasive in the presentation and marketing of ideas
- Avoid over-used solutions in favor of novel ones that set the stage for even greater success
- Strengthen leadership abilities and organizational skills
- Attain new levels of fulfillment in daily life – personal transformation
- Create strategies for turning change into opportunity

Whether you need motivation, inspiration, ideas, or solutions to a complex business problem, this unique presentation will put the power right back in your hands. There is an artist in *you* that will make you better at what you do if only you have the will to imagine.

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**Richard Hight** is an international speaker and artist whose work is housed in over 50 museums and universities around the country. He discovered his love of drawing while struggling with dyslexia in school, and has been producing art and engaging audiences ever since.

Through his words and demonstrations, Richard focuses on helping audiences to re-imagine the possibilities in store for them through the power of creativity and all of its applications. His programs combine the spoken word with compelling music and a live, visual demonstration where he creates an original piece of art. His visual style, depth of understanding, and ability to engage audiences are unparalleled. He brings the "Wow Factor" in full force to every one of his engagements.



Richard has been named Certified Speaking Professional by the National Speakers' Association and has appeared numerous times on CBS, NBC, ABC, and Fox networks to discuss his work and perform demonstrations. Richard has also launched numerous international tours and shared his work with millions of people abroad.

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