



SEPTEMBER 16-18

NAIFA WASHINGTON STATE CONVENTION

Join your fellow NAIFA members, colleagues, and industry professionals. The convention will kick on Thursday at 4pm with a welcome cocktail reception, dinner, and networking. Friday will be a full day with speakers including [Harlan Accola](#), [Mike McGlothlin](#), [Tom Michel](#), [Tracey Stone Mooney](#), & [Steve Gutzler](#) We'll have exhibitors, CE, networking & relationship building. We will wrap up on Saturday morning with a CE Presentation from [Donna Sinor](#), & a Legislative Update from [Mel Sorensen](#) and for those interested can head out to the course for a fun round of golf!

Spouses and families are encouraged to come, amenities include an outdoor & indoor pool, complimentary buffet breakfast in the second story solarium with deck overlooking downtown Leavenworth. Steps from downtown with restaurants, mini golf, wineries and more!



Registration Open ~ [Constant Contact: Events: Event Dashboard](#)

**Leavenworth, Enzian
Inn, 590 US HWY 2**

**In-Person Fees:
\$200 Members \$275 Non-
Members (Includes Meals)
Virtual Fees: \$100 Members
\$175 Non Members**

**Agency Rate: \$500 (up to 10
ppl from 1 agency virtually)
\$400 Exhibitor/ Vendor Booth
(includes 1 pass)**

**Great Speakers, CE,
Networking & Education**

**Room Block Code #10673
\$141 Thurs & \$181 Fri
Reserve by calling
(509) 548-5269**

NAIFA WASHINGTON
2400 NW 80th Street
PMB #140
Seattle, WA. 98117

www.naifawashington.org

Office@naifawashing.org

206-228-9351

Exhibitor Information

- \$400 – 1 table, 1 chair, 1 full registration
- Logo on all marketing
- In-Person networking throughout the convention
- Attendee Raffle Drawing on Saturday
- 5 minutes speaking time

Agency Rate Information

- Up to 10 employees at your agency can share 1 virtual link to participate in the convention.
- In- Person Agency Table subject to capacity limits

Cocktail Reception Sponsor – *(Purchased by Fairway Reverse Mortgage)*

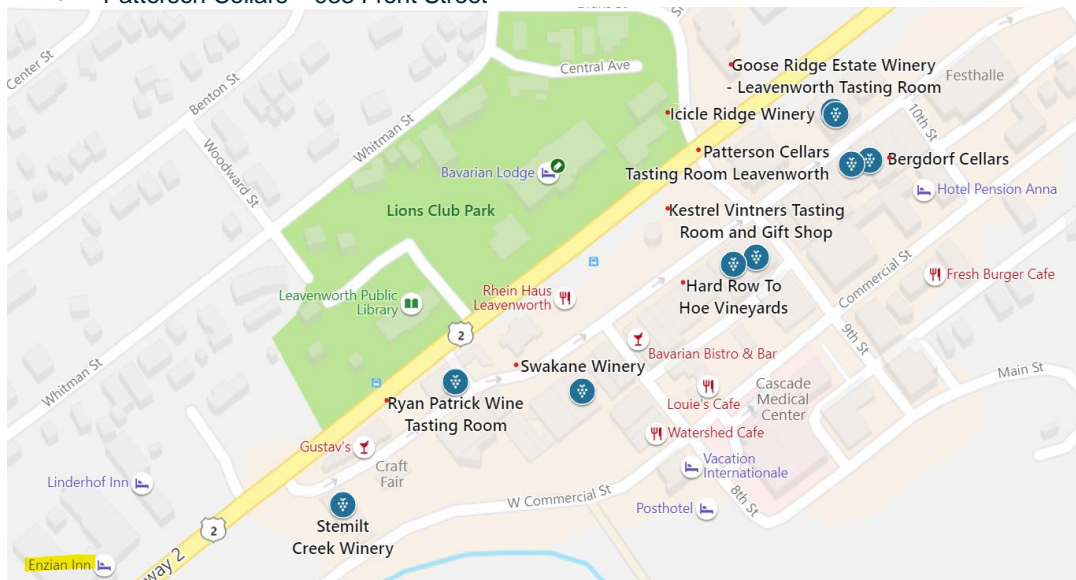
- \$500 - Sole Sponsor for the Thursday Welcome Cocktail Reception
- 1 Full Convention Registration & exhibitor table throughout convention
- Logo on all marketing
- In-Person networking throughout the convention

Golf – Saturday 1pm

Green fees - Leavenworth Golf Course ~ Please book your own tee-time.

Wine Tasting – Friday 4pm-6pm

- Kestrel Tasting Room - 843 B Front Street
- Baroness Cellars - 939 Front Street
- Icicle Ridge – 902 Front Street -Ste B2
- Ryan Patrick – 702 HWY 2 – Ste D
- Goose Ridge- 920 Front Street – Ste B3
- Bergdorf Cellars – 939 Front Street
- Hard Row To Hoe Vineyards – 837 Front Street
- Swakane Winery – 725 Front Street
- Patterson Cellars – 933 Front Street



Agenda:

Thursday Sept 16

1PM- *State Board Meeting (invite only)
2PM-4PM -Registration Open & Exhibitor Set Up
4PM – Cocktail Reception Sponsored by Fairway Reverse Mortgage
6PM – Dinner
8PM – Hospitality Suite

Friday, Sept 17

Breakfast 7:30-9AM

Presentations

9:00AM – 3:30PM

- 9:10 – Tom Michel, NAIFA National
- 10:00 – Break
- 10:25 – Harlan Accola, Fairway Reverse Mortgage, “Retirement Planning with Reverse Mortgages”
- 11:15 – Break
- 11:30 –Mike McGlothlin, Ash Brokerage- “Six Accelerants to a High Performing Practice”
- 12:30 – 1:30 – Lunch & Vendor Break
- 1:30 – Steve Gutzler, Leadership Quest, “Lead With No Fear: 7 Shifts for Positive Change”
- 2:20 – Break
- 2:40- Tracey Stone Mooney, Mass Mutual Idaho, “DI – Real Life Story”
- 3:30 - Wrap

4PM Wine Tasting – Offsite

6:30PM Awards Dinner - Onsite

8:30PM Hospitality Suite

Saturday, Sept 18

Breakfast 7:30 – 9AM

Presentations

9AM-11:30AM

- 9:10 – Donna Sinor, JD, Kansas City Life – “Planning That Works with Potential Tax Changes”
- 10:00 – Break
- 10:30 – Mel Sorenson, NAIFA Washington Lobbyist “Leg Update”
- 11:20 – Exhibitor Raffles
- 11:45 – Wrap

Golf 1PM - Optional