

Pennsylvania Association of Insurance and Financial Advisors



Leadership Directory 2004 - 2005

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PAIFA MISSION STATEMENT

The mission of the Pennsylvania Association of Insurance and Financial Advisors is to serve as a legislative advocate for its members and to provide the necessary support to develop and maintain strong locals.

PAIFA President



Michael J. Gates, LUTCF

Michael Gates is the owner of The Gates Insurance Agency in Buckingham. He has served the multiline community since 1992.

He received his Life Underwriter Training Council Fellow designation in September 1997. Michael has been an LUTC moderator since 1993. He is an Envoy Level Contributor to PAIFA PAC and is a contributor to the Keystone Foundation.

Michael has held a number of offices on the state and local levels. He has served PAIFA as RVP for the Delaware Valley, and has participated in several committees including serving as Chair for Membership and the Statewide Local Task Force. On the local level, he has served the Bucks County Association as President, Membership Chair, Multiline Chair and LUTC Chair.

He is an active member of his community, where he sits on the board and serves on several committees of the Newtown Presbyterian Church. He also coaches and plays ice hockey.

He, his wife Sandy and their son Alex have lived in Langhorne for the past nine years.

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Highlights of the Year



The Nittany Lion Inn in State College will be the site of the 2005 PAIFA Annual Convention and Association Leadership Conference, May 22-26.

Award Winners

Jack Bobo Award of Excellence

PAIFA and seven of its local associations were winners of the 2003-2004 Jack Bobo Award of Excellence, NAIFA's highest honor. Local associations who received the Award of Excellence were Altoona Area, Erie, Franklin County, Harrisburg, Lehigh Valley, Pittsburgh and Tri-County.

Keystone Award

PAIFA's highest honor, the Keystone Award, was presented in June to William C. Fritz, CLU, ChFC. Fritz served as PAIFA President in 1992-1993 and served as PAIFA National Committeeman from 1996 to 2003.

VIP (Very Important Pennsylvanian) Award

Walter S. Mitchell Jr., CLU, ChFC, was honored as the "unsung hero" working on behalf of PAIFA and his local association, Wyoming Valley AIFA. His award was presented in June.

Keystone Foundation Scholarship

The 2004 Keystone Foundation Scholarship recipient is Amy Butler of Erie. She was presented with the scholarship at the PAIFA Convention in June. Amy is a student at Mercyhurst College, studying secondary education for mathematics.

Humanitarian Award

Goldie Karns was presented with the PAIFA Humanitarian Award at the Fall Delegate Session in October 2004. Karns was honored for serving as a foster parent to numerous children over the past several years.

LILI Graduates

The Leadership In Life Institute (LILI) is a long-term program for members who are leaders or potential leaders in our local associations. Leadership of others begins with leadership of oneself. By building on and expanding the personal abilities of candidates, LILI creates a tremendous opportunity for personal growth in every aspect of the candidates' lives.

A LILI participant encounters the very best in personal and career development thinking presented by outstanding leaders. In addition, highly motivated peers surround participants. Participants experiences an attitude and environment conducive to deep, prolonged personal and professional growth. We salute those PAIFA members who have graduated from LILI.

LILI Class of 2002

Sandra L. Donnelly, CLU, ChFC *Chester County AIFA*

Jeff Fleming, JD, CFP, CLU, ChFC, AEP
Altoona Area AIFA

Randall Kaufmann *Harrisburg AIFA*

Walter A. Olshanski, CIC, LUTCF
Washington County AIFA

LILI Class of 2003

James Dickey *Delaware County AIFA*

Joel Goodhart, LUTCF, CLTC, RFC, CSA, CLU
Montgomery County AIFA

Albert E. Heiles, CLU, ChFC *NAIFA-Pittsburgh*

Darius Mark, LUTCF *Franklin County AIFA*

C. Michael McCormick, RFC *NAIFA-Pittsburgh*

Paul Schaffer *Bucks County AIFA*

Steven G. Trojanov, LUTCF *Chester County AIFA*

Angela K. Yasulitis *Altoona Area AIFA*

LILI Class of 2004

Robert A. DiCola, CLU, ChFC *Westmoreland AIFA*

David M. Edwards, LUTCF *Harrisburg AIFA*

Brad A Hillberry, BA, LUTCF *Mercer County AIFA*

Todd D. Hudson *Wilmington (DE) AIFA*

John J. Kinkopf, LUTCF *Ohio AIFA*

Roman A. Matusz, CSA *NAIFA-Pittsburgh*

George W. McCarthy, CLU *NAIFA-Pittsburgh*

Cindy D. Meitzler, LUTCF *Lehigh Valley AIFA*

Stanley J. Prajzner, LUTCF *Bucks County AIFA*

Michael J. Rosenfeld *Montgomery County AIFA*

Joseph E. Schnetzka, CLU, LUTCF, CSA, RFC
York AIFA

Stephen C. Target, CLU *NAIFA-Greater Philadelphia*

Howard R. Utz, LUTCF *NAIFA-Pittsburgh*

Bart E. Waxman, LUTCF *Bucks County AIFA*

Brian E. Worrell, LUTCF *Reading AIFA*

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1950-51	Albert C. Adams
1951-52	Wayne E. Phillips
1952-53	B. Carl Wharton, CLU
1953-54	A. J. Halloran
1954-55	C. Brainerd Metheny
1955-56	Himes M. Silin, CLU
1956-57	Elbridge P. Bragdon, CLU
1957-58	David C. Bowman
1958-59	George J. Mucey
1959-60	John T. Flanagan, Jr.

Celebrating the Past *(continued)*

1960-61	John R. Wink, CLU
1961-62	Nevin A. J. Loose
1962-63	Hilbert W. Reynolds
1963-64	Karl E. Wise, Sr.
1964-65	Francis L. Doyle, Jr., CLU
1965-66	Albert H. Werner, CLU
1966-67	George G. Pote, CLU
1967-68	Curtis L. Bready
1968-69	Norbert J. Weidner, CLU
1969-70	John H. McQuilken, Jr.
1970-71	William A. Neyhart
1971-72	John D. Hopper, CLU
1972-73	Robert J. Kistler, CLU
1973-74	Allan G. Hancock, CLU
1974-75	Ernest M. Boll, CLU
1975-76	Roger B. Jacoby, CLU
1976-77	James A. Pellow, CLU
1977-78	Robert F. Seiler, RHU
1978-79	James W. Shindler, CLU
1979-80	Lester L. Long, Jr., CLU
1980-81	Eleanor J. Sivillo
1981-82	John A. Utz, CLU
1982-83	Louis B. Paratore
1983-84	Joseph R. Patton, CLU
1984-85	Harold E. Alexander, CLU, ChFC
1985-86	Virdyn R. Caldwell, CLU
1986-87	Russell C. Reitz, CLU, ChFC, LUTCF
1987-88	Robert W. DeCoursey, CLU
1988-89	James W. Monteverde, CLU, ChFC
1989-90	William L. Heydt, CLU
1990-91	Robert H. Webb
1991-92	John L. Erskine, CLU, LUTCF
1992-93	William C. Fritz, CLU, ChFC
1993-94	Walter S. Mitchell, Jr., CLU, ChFC
1994-95	R. Art Lubomski, CLU
1995-96	John C. Forney, CLU, ChFC
1996-97	Irv Tannenbaum, CLU
1997-98	Robert L. Weigner, CLU, CFP, CFS, CIC, LUTCF
1998-1999	Walter A. Olshanski, CIC, LUTCF
1999-2000	Howard R. Utz, LUTCF
2000-2001	L. Nelson Wingert, CLU
2001-2002	Robert A. DiCola, CLU, ChFC
2002-2003	Edward C. Auble, CLU, ChFC, MSFS, FLMI
2003-2004	Fredric Kofke, LUTCF

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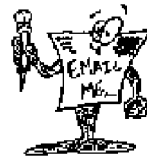


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