2019 ANNUAL REPORT



For 60 years, the MDRT Foundation has invested in charities that MDRT members care about.







# A Big Vision: Changing the World

In 1956 the MDRT President, Arthur F. Priebe, CLU changed the direction of MDRT forever by directing a corporate gift made for the Annual Meeting to be used instead as a donation for charity. This act lead to the creation of an MDRT Foundation.

Over the next few years MDRT members pooled their resources together to strengthen this newly founded charitable organization and in 1959 the MDRT Foundation became a certified 501c3 nonprofit organization.

One man, one decision and a vision of helping others was the spark for 60 years of comfort to the poor, housing for the homeless, wishes granted to ill children, safety for the trafficked, meals for the hungry and the list goes on and on.

For over 60 years, the MDRT Foundation has been committed to supporting charities that MDRT members care about. All MDRT Foundation grant awards have been endorsed by a current member of MDRT.

On behalf of the MDRT, our dedicated MDRT Foundation staff and member volunteers I am pleased to present the 2019 Annual Report of global goodness contributed by our members. In 2019 there are countless examples included in the annual report of the achievements and contributions our members have made to make our world a better, safer and more loving place.

As Margaret Meade so aptly said, "Never doubt that a small group of thoughtful, committed citizens can change the world; indeed it's the only thing that ever has!"

For those members that are actively contributing we thank you for your involvement, thank you for your monetary contributions and thank you for helping us make our world better than we found it.

Brian G. Tarpey 2020 MDRT Foundation President



The MDRT Foundation celebrated its 60th Anniversary in 2019. Our mission today is the same as it was in 1959: to be the charitable arm of MDRT, giving back to charitable causes that our membership cares about. In that time, your MDRT Foundation has awarded USD 36 million to 5,700 charitable organizations in 72 countries. In 2019, we continued to engage members in giving back to children, families, and communities in need worldwide.

# Spotlight on 60th Anniversary

The Foundation honored its 60th anniversary throughout 2019, highlighting our growth and impact across the decades.

#### **KIVA GRANT**

In celebration of our 60th anniversary, the MDRT Foundation awarded a USD 60,000 grant to Kiva, an innovative global non-profit that provides microloans to persons living in underserved communities. Through Kiva's work, women can start businesses, farmers are able to invest in equipment and families can earn a livelihood that gives their children a brighter future.

This grant was given in honor of our Excalibur Society donors, each of whom had the opportunity to participate in the lending process by selecting borrowers through the Kiva lending process.





#### SONGS OF LOVE

In 1999, Songs of Love was the Foundation's charity partner at the MDRT Annual Meeting. Twenty years later, Founder John Beltzer and MDRT members once again joined together during MDRT EDGE to record a song for a child facing medical challenges. The Foundation has awarded USD 129,000 in grants to Songs of Love since 1999, including a USD 5,000 grant that was presented at the EDGE.

"It was wonderful to meet John in person after first seeing him on the main platform stage 20 years ago. That was my very first annual meeting, and his story made an unforgettable impact on me. May Songs of Love continue to go from strength to strength!"

Ann Baker Ronn, CLU, ChFC 21-year member

**GRANT RECIPIENT** 

# AWWA Transitional Shelter Singapore

Yeoh Cheng Huann, ChFC, CLU, will never forget helping out with a sports day for children with special needs.



GRANT

2019 Worldwide Grant



The dedication, passion and professionalism of the teachers. The unconditional love of the parents. The joy of the participants themselves. "The loud cheers when they crossed the finish line ... there was not a dry eye at that moment," said the seven-year MDRT member from Singapore. "The emotions of gratitude, love and dedication were overwhelming, and from that point on, we knew AWWA was the partner we wanted to continue working with." In fact, Yeoh, who helped secure a 2019 Worldwide grant of USD 12,500 from the MDRT Foundation for AWWA, spent four years serving as his company's leader in organizing work with and volunteers for AWWA, which aids families facing financial difficulties due to challenges involving vulnerable or disabled seniors, children with disabilities or otherwise. The MDRT Foundation grant helped support the Transitional Shelter program, which provides temporary housing and employment opportunities so families can turn around their financial struggles while children focus on education rather than hardships at home. "Personally and collectively as a team, we believe in giving a hand to those in need," said Yeoh, whose charitable involvement also includes volunteering at soup kitchens, visiting with elderly citizens in their homes and working to support tuition for students in need. "We love what AWWA does and the variety of people in the community that they serve."

MDRT MEMBER SPONSOR

Yeoh Cheng Huann, ChFC, CLU





RANT

2019 Worldwide Grant



**GRANT RECIPIENT** 

# EDWINS Leadership and Restaurant Institute Cleveland, Ohio United States

Featured in the Oscar-nominated documentary "Knife Skills," EDWINS is an acclaimed French restaurant staffed largely by people who were formerly incarcerated.



That mission, paired with a leadership program that assists in training, housing and future employment placement, is what inspired six-year MDRT member Mary E. Gurin of Harrison, New York, to secure a USD 27,500 Worldwide grant from the MDRT Foundation. That money went toward EDWINS' new butcher shop and training center, both of which show how the Cleveland, Ohiobased organization is far more than a restaurant. "Everybody makes mistakes in their lives. You can give anybody a second chance, but if they're not trained to do something, they may fall back into old ways," Gurin said. "The support and training and caring about everybody is what struck a chord with me." After Gurin met EDWINS founder Brandon Edwin Chrostowski, she soon traveled to Cleveland to check out the restaurant and learn more about the broader mission-driven non-profit operation. She was struck by the professionalism of the staff, the low recidivism rate of the program graduates and the comprehensiveness of amenities offered to employees-in-training (including a gym and a small farm). She also organized a clothing drive at work, as EDWINS received many donations of men's clothing but few for women.

Ah, yes: There is also the matter of the food itself, of course enhanced by the story behind it. "It's amazing," she exclaimed. "From beginning to end, nothing was second-class. It's a very special place to go."



**GRANT AMOUNT** 

# USD 10,000

#### GRANT

# 2019 Quality of Life Grant

MDRT MEMBER SPONSOR

# David Strachan

**GRANT RECIPIENT** 

# 2 The Nations Aberdeenshire, Scotland

## The distance from David Strachan's home in Peterhead, Scotland, to the Philippines is more than 6,500 miles.

The 24-year MDRT member has made this trip a whopping 35 times since 2007, driven in recent years by his role as a trustee for 2 The Nations, helping the organization advance its charitable mission in the Philippines. That's also why Strachan helped secure a USD 10,000 Quality of Life grant from the MDRT Foundation to help fund a new building for the Sefton Village Children's Home in Santiago City, Philippines. The new location will provide more opportunities to play outside, more modern facilities and accommodate more children who need a safe place to live while their parents are unable to take care of them. "Normally we want the children to go back to their families or family circle," Strachan said. "If they cannot, they go up for local adoption, then national adoption, then international adoption." He still remembers meeting two sisters who, at 7 and 5, were adopted by an Italian family and now, 10 years later, have enjoyed a completely different life, including a trip to the Brooklyn Bridge in New York. While on site in the Philippines, Strachan, who also spends time doing local community outreach and catching up with friends he has made in the area, acts as a father figure to some of the kids, who are largely cared for by female staff. Strachan's wife and daughter also accompany him on some of these trips, and his wife even celebrated her birthday with a party at the children's home. YOUR MDRT FOUNDATION

# 2019 by the Numbers

Countries that Received Grants



# 264 Grants Awarded



Africa Australia Belgium Cambodia Canada England Ethiopia Greece Haiti Hong Kong India Indonesia Ireland Jamaica Japan Jordan Kenya Korea Malaysia Mexico Nepal Nigeria Panama Philippines Singapore South Africa Taiwan Tajikistan Thailand Uganda United Kingdom United States Vietnam



1,635,449 Total USD Awarded to Charitable Programs



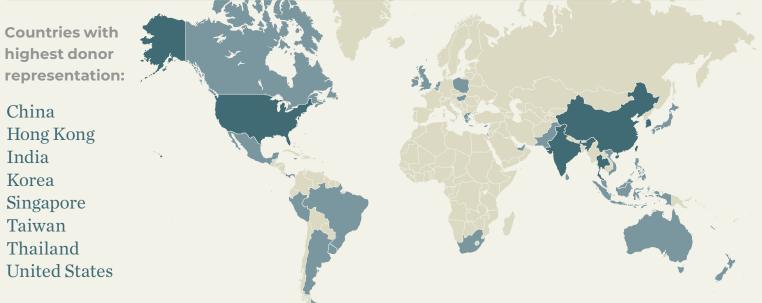
Children's causes, human services organizations, education and skills training, poverty/food insecurity and homelessness represent highest percentage of funding area

DONORS

1.3Mcontributions individual and received from corporate donors from **Countries with** highest donor

2,338

43countries.



VOLUNTEERS

400

served on a committee, task force, or board of trustees, as a Gives Day or Phonathon fundraiser, or in a service project held during an MDRT event.

# Impacting Charities Worldwide

In 2019, the MDRT Foundation awarded 264 grants totaling USD 1,635,449. These awards comprise multiple funding areas.



## Quality of Life grant program USD 285,000

Honors a member's volunteer service with a charity. By application process and endorsed by the MDRT member.

## Worldwide grant program USD 720,000

Awarded to a diverse range of charitable programs. By application process and endorsed by an MDRT member.

MUSIC AND MEMORY



# Charity Impact at MDRT events and partnerships USD 300,246

MDRT Annual Meeting, Top of the Table Annual Meeting, MDRT EDGE, MDRT Days, service projects, industry partnerships.



## Board discretionary USD 23,954

Other strategic initiatives, including disaster relief funding.

## Honoring MDRT & MDRT Foundation volunteer leaders USD 188,500

In honor of their volunteer service, MDRT Foundation's Board of Trustees, MDRT's Executive Committee, Global Council and Membership Communications Committee (MCC) leadership are given the opportunity to identify a charity to receive grant funding. Grants to MDRT Foundation affiliates in Japan and Canada. Grants honoring the Excalibur Society.

**CIVIC LEADERSHIP BANNER OF ENCOURAGEMENT** 



# Grants from the Joyce Baker Legacy Fund and Mark J. Hanna Legacy Fund USD 20,000

Legacy Fund donors provide the resources and the recommendations for annual grants made in their name.

# Life insurance beneficiaries USD 97,749

Grants awarded to additional charitable beneficiaries named in policies owned by and benefiting the MDRT Foundation.

# <image>

# 2019 Charity Partnerships



## Annual Meeting and Global Conference

Every year, 821 million people — or one in nine — suffer from chronic malnourishment. Though hunger is a complex, global issue, there is a solution: empower individuals in impoverished communities to play leading roles in the fight against hunger.

Inspired by The Hunger Project's mission to eradicate global hunger by 2030, the Foundation chose The Hunger Project for its charitable partner at the MDRT Annual Meeting and Global Conference.



"Instead of thinking there are a billion mouths to feed, we instead see a billion hard-working, creative, entrepreneurial humans who have the most invested in ending hunger," said Cathy Burke, former Australian CEO of The Hunger Project said at the main-stage meeting in Miami Beach, Florida. Thanks to the generosity of MDRT members, a grant of USD 200,000 was awarded to The Hunger Project.

Attending members also had the opportunity to help fight hunger in a tangible way by participating in the MDRT Foundation service project with Seed Programs International. The project targeted families living in impoverished communities in Latin America with the goal of initiating a cycle of self-sufficiency.

# Fundraising Impact

MDRT members from around the globe impacted the Foundation's mission by volunteering with fundraising campaigns.

## Phonathon



In March 2019, OneAmerica in Indianapolis, Indiana, USA, hosted the annual Phonathon. For two days, 17 MDRT volunteers called their fellow MDRT members in order to raise funds for the Foundation's global grant programs. More than USD 363,000 was raised in cash and pledges. Volunteers also found time to give back by preparing and serving dinner at the Ronald McDonald House at Riley's Children Hospital.



## Top of the Table Meeting

This year the Top of the Table members participated in a service project. ROCK (Ride On Center for Kids) is a nonprofit organization in Texas that provides equine assisted activities and therapies to children, adults and veterans with physical, cognitive and emotional challenges. Volunteers had opportunity to learn about ROCK's therapeutic programs, meet the horses and participate in a variety of projects, including building a new barn, gardening the sensory trails and creating a round pen.

At the meeting, two Top of the Table members who sponsored grants for charities shared their stories on the impact the funding had for the organization.



## **MDRT EDGE**

On the MDRT stage, Stephen Ritz shared how we each can create the change we want to see in the world. Through the art and science of growing vegetables in classrooms all year long Stephen and the Green Bronx Machine cultivates healthy, equitable and resilient communities.

He's moved the daily attendance rate from 43% to 90%. He's created urban farms that provide healthy meals and entrepreneurial opportunities.

At the EDGE the MDRT Foundation invested USD 25,000 in the Green Bronx Machine and also packed gifts for more than 300 of Stephen's students.

## **MDRT Gives Day**

The third annual MDRT Gives Day united the MDRT community to give back on November 12, 2019. 36 MDRT member fundraisers participated by making personal online fundraising webpages which they shared with their network of MDRT members, colleagues, friends and family asking for donations to the MDRT Foundation. This one-day, online fundraising event raised over USD 150,000 from nearly 800 donors representing 28 countries.



## **Foundation Booth**



Dozens of MDRT member volunteers brought smiles and energy to the MDRT Foundation booth at the 2019 MDRT Annual Meeting in Miami Beach, Florida, USA, as well as the 2019 MDRT Global Conference in Sydney, Australia. These volunteers asked for donations to the MDRT Foundation's campaign for The Hunger Project, engaging with over 1,600 donors from 39 countries.

# Financial Summary

## September 1, 2018-August 31, 2019

#### **Revenue and Support**

Contributions	USD 1,470,271
In-Kind Contributions	998,806
Funds Appropriated from Endowment	544,496
Total Operating Income	3,013,573

#### **Expenses**

Programs	1,686,887
Fundraising	146,033
Management and General	217,301
Direct Support from MDRT	951,118
Total Operating Expenses	3,001,339

#### **Investment Activity**

Increase in Cash Surrender Value of Contributed Policies	169,539
InvestmentIncome	800,503
Net Realized and Unrealized Investment Gains	(340,958)
Funds Appropriated from Endowment	(544,496)
Investment Advisor Fees	(161,080)
Total Investment Activity	(76,492)

#### **Temporarily Restricted Revenue**

Contributions - Service Projects/Promise Appeal	33,584
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#### **Change in Net Assets**

Increase in NetAssets	(30,674)
Net Assets Beginning of Year	29,944,155
Net Assets End of Year	USD 29,913,481

# 2019 Annual Donors

The donors listed here are MDRT Foundation Knights who have made annual gifts between January 1 and December 31, 2019. Annual gifts can include donations, pledge payments, tributes, speaker fee donations, matching gifts, cash value of donated life insurance policies, premium payments or appreciated securities. To see a complete list of 2019 donors, please visit mdrtfoundation.org.

#### ROYAL ORDER EXCALIBUR KNIGHT (USD 250,000 AND ABOVE)

Adrian P. Baker, DipPFS \$ # Joyce P. Baker, LUTCF \$ # Maria Ferrante-Schepis, CLU, FLMI \$%# Alessandro M Forte FPFS \$ # Richard L. Haas \$ # Mark J. Hanna, CLU, ChFC \$ # Gene L. Mahn, CLU, ChFC #+ John F. Nichols, MSM, CLU \$ # Douglas R. Peete, ChFC # Barbara A. Pietrangelo, CFP, ChFC \$ # Brett M. Sause, LUTCF, RFC \$ # Thomas C. Sellin, CLU, ChFC # Brian G. Tarpey \$ # William M. Upson, ChFC, CLU \$ #

#### LEGION OF HONOR EXCALIBUR KNIGHT FOUNDER (USD 100,000)

Eleanor W. Allen, CLU \* John W. Allen, CLU, ChFC \*

#### LEGION OF HONOR EXCALIBUR KNIGHT (USD 100,000 TO 249,999)

Robelynn H. Abadie, RFC, CAP \$ # + Eph Baker, CLU, ChFC \* Guy E. Baker, MSFS, Ph.D. \$ + Donald J. Benedetti \$ Jennifer A. Borislow, CLU \$ D. Scott Brennan \$ # + Allen R. Bruce, CLU, ChFC \$ % # Julia R. Cheng, CFP, MBA \$ # Adelia C. Chung, CLU, ChFC \$ # Robert H Colyar, CLU, ChFC #

Lynne S. Crow, CLU, ChFC \* \$ # James V. Durkin, CLU, ChFC \$ # Marvin H. Feldman, CLU, ChFC \$ #+ H. Larry Fortenberry, CLU, AhFC \$ # Charles Garrity, CLU, ChFC \$ # Tony Gordon \$ # Robert D. Hall \*\$ # Allan G. Hancock, CLU, ChFC \$%# Brian D. Heckert, CLU, AhFC \$ # Sol Hicks Michelle L. Hoesly, CLU, AhFC \$ Mark S. Jones \$+ Joseph W. Jordan \$ Brent R. Kimball, CFP, ChFC \$ # Lawrence F. Kolasa, CLU, ChFC \$ # Patricia L. Krarup, MSFS, ChFC + Donald M. Lawson, CLU, LUTCF John Marshall Lee, RHU, CFU \$ #+ Charles D. Marks, CLU, ChFC \$ % # Michael J. McNeil, CLU, ChFC \$ # John R. Milam, CLU \$ # Warren Marshall Miller II, CLU. ChFC \$ # Sally W. Munford, CLU, MSFS \$ # Mitchell Wm. Ostrove, CLU, ChFC \$ #+ A. D Pierce Jr., CLU, ChFC # Walton W. Rogers, CLU, ChFC \$ % # + Stephen O. Rothschild, CLU, ChFC + Jerry Rydell, CLU, ChFC \$ Robert C. Savage, CLU, ChFC # Roger A. Seim, MSFS, CLU \$ # Jerry D. Semler, CLU \$ James J. Silbernagel, LUTCF, CFP \$ # Marc A. Silverman, CFP, ChFC \$ Donald F. White Jr., CLU, ChFC \$

#### EXCALIBUR KNIGHT (USD 50,000 TO 99.999)

Owen H. Ackerman, CLU, ChFC # Stephen D. Andersen, RHU David C. Blake \$ Jack E. Bobo, CLU, FLMI Terrell L. Calhoun John B. Carter, CLU \* John W. Cruikshank III, CLU # Kamal N. Daya, CLU, ChFC Ronald M. De Baets, CLU \* H. Richard Dobson Jr., CFP \$ William H. Dodd, CLU + Bruce W. Etherington, CLU, ChFC Alphonso B. Franco, DMS, RCIS Robert N. Garneau, CLU, AhFC \$ Gilbert A. Haggart, CLU, LUTCF \$ Philip E. Harriman, CLU, ChFC + David H. Hilton, CLU, ChFC \* James A. Jacobs, CLU, ChFC Barry A. Kaye, CLU Terrence H. Kral, CLU, CFP Herbert D. Landon \* Andrew C. Lord, CLU, ChFC \$ Hawley Harris MacLean, LUTCF, CLTC \$ Robert V. Maloney, CLU, CFP JoAnn M. Martin, CPA, FLMI \$ # Paul S. McCready, RFC, CFP \$ Charles E. McDaniels, CLU, ChFC William E. McMann Jr. Dayton H. Molendorp, CLU Javdev R. Patel Scott S. Paterick, CLU, ChFC \$ Marty Peters, CLU, RHU \$ % # George B. Pickett, JD, CLU \$+ R. Jan Pinney, CLU, CPCU \$ James E. Rogers, CLU, CFP + Marilyn H Rose Larry J. Rybka, JD, CFP \$ Aurora Saenz \$%

Arthur R. Salomon \$% Walter G. Schnee III #+ Randy L. Scritchfield, CFP, LUTCF \$ John A. Shumski, RFC, LUTCF \$% Allen A. Skogebo, MSFS, ChFC \$# Richard H. Sullenger + Daniel J. Sullivan \$ Aleen M. Swofford, CLU, ChFC \$ Edwin W. Thauer Jr., CLU, ChFC Jack B. Turner, CLU, ChFC \$ # Robert W. Waddell, RICP \$ Brian P. Walsh, CLU, ChFC \$

#### PLATINUM KNIGHT (USD 25,000)

Brian H. Ashe, CLU Robert L. Avery II, CLU, ChFC % Samuel B. Baldwin, CFP Katy Baxter Regina Bedoya, CLU, ChFC Kathleen R. Benjamin, CFP, CPA Martin E. Chandler Peter F. Cote, EPC John D. De Maria, CLU, ChFC Gregory B. Gagne, ChFC, ChFC Rao K. Garuda, CLU, ChFC Ian Green, DipPFS Peter Hill, ChFC Michael S. Immel, LUTCF Stephen Kagawa, FSS, LUTCF Lance B. Kolbet, FSCP, LUTCF David F. Lau, CLU, ChFC TRUE Thomas F. Levasseur, CLU, MS Ed ^ Leon L. Levy, CLU, CFU %Peter R. Magni, LUTCF % Frank A. Marcin, CLU, MSFS % Thomas R. McCov, CLTC Patrick G. McEntee, FLIA(dip) David S. McKechnie, CLU Michael J. McLoughlin, QFA Bobb A. Meckenstock, CLU, MBA % Allan T. Mendels, CLU, ChFC % Brad J. Myers George Nabeshima, PhD, CFP Yuka Nakahara-Goven, MBA, CLU Alfred J. Opas Jr., CLU, LUTCF

Seymour Petrovsky, CLU Harry Phillips III, CLU, CPCU James D. Pittman, CLU, CFP Arlen I. Prentice, CLU, ChFC Robert V. Price Jr., MSFS, ChFC % Earl S. Prolman, CLU, ChFC Derek J. Reed, CFP, CLU Ann Baker Ronn, CLU, ChFC ^ Ted Rusinoff Robert B. Shearer, CLU, ChFC Jack Stone, BAHonACC, CertPFS Rick Thomas, CLU % Laurence Turner, APFS, CFP Ross Vanderwolf, CFP Michael L. Weintraub, CLU % David S. Weiss, CLU, ChFC Michael J. Wolfe, CLU, ChFC

#### DIAMOND KNIGHT (USD 10,000)

David L. Alarid % Emmette F. Albritton, LUTCF, FSS Yolie Aleman-Bodriguez Hiroaki Ando % Michael P. Austin, CFP, ChFEBC %Paul S. Avenius, CLU, ChFC Odon L. Bacque Jr., CLU David L. Bailin, CLU, ChFC % Bruce J. Baker Daniel J Balogh, CLU ^ Caroline A. Banks, FPFS James T. Bardin, CLU, ChFC Robert L. Belvedere, CFBS, LUTCF Steve Blake, CLU, ChFC Wendy Boyd Peter C. Browne, LUTCF MarkA. Cecil, CFP Timothy Daniel Clairmont, CFP, MSFS Morwenna M. Clarke, CFP, ALIA(dip) Carmine Corino CLU CFP Donald E. Culver, CLU, ChFC Mayur T. Dalal, MBA % Paul L. De Lisio, CLU, ASFS Anthony Di Bernardo % Barbara Brazda Dietze, CLU, ChFC Anthony J. Domino Jr., ChFC, MSFS % Mark Dorfman, CLU, ChFC Kathryn I. Duclo-Amerine, LUTCF % Roger B. Eddy, CLU, ChFC Brad Elman, CLU, ChSNC % Barry E. Epstein, CLU, ChFC % Glen C. Farr, CLU, ChFC David J. Feldman, CLU, ChFC Samuel David Friedman Mathew Paul Gale, CFP, FChFP % Simon John Gibson, DipPFS B J Gililland % Richard E. Graham, CFP %

William E. Griffith, CLU, ChFC Joan Halstead, CLU, ChFC Terry K. Headley, LUTCF, FSS H. Kent Heise, CLU, ChFC % Richard C. Hemphill, CRPS, CSA Bryon A. Holz, CLU, ChFC % Dave Hunter, CLU, ChFC Bryna A. Kanarek, RICP, ChFC % Salim R. Kassam, CLU R. J. Kelly, RICP, MSFS % Helen O. Kho, CLU, CLTC % W. Gary Langenhahn, CLU, MSFS % Chris Leach, DipPFS, FLIA Heather Lindsley, LUTCF, AICP Simon D. Lister, DipPFS Bruce J. Mactas Jerry Maier, CLU, ChFC John G. Marshall, CLU, ChFC Curtis L. Matlin, CLU, ChFC % Barry McBride, CLU, AEP David V. McCulloch, CLU, ChFC Gary Metcalf, DipPFS Gerald L. Middel, CLU, ChFC Neal K. Miller Richard C. Moldenhauer, CLU, ChFC Robert L. Moore, CEBS Hirofumi Morimoto % Van Mueller, LUTCF Daniel P. Mulheran, CLU, ChFC Richard C. Murphy, CLU, AEP Justin Nabity, CFP Daniel Joseph O'Connell Sr., MBA Jeffrey M. Owens, AIF % Craig Palfrey, CFP Gregg C. Parker, CLU % Colin R. Parkin, Dip FA, CeMap Jack Peckinpaugh, CLU, ChFC Nathan M. Perlmutter, CLU, ChFC W. L Pierce IV, CLU Dennis A. Prentice, LUTCF, RFC % David Pritchard, DipPFS % Marlin Pruismann, CLU, CFP Timothy L. Ramsier, CRPC William C. Robertson, CLU, ChFC  $Suzanne\,Wuepper\,Sanford, CLTC$ Merlin P. Santjer, CLU, CFU Gregory B. Schaeffer, CLU, ChFC % Thomas A. Schmidt, CFBS, CLTC Mark C. Seebeck, CFP, AICP James D. Silver, CLU, ChFC % Edward C. Skelly, CLU, ChFC Jason L. Smith Mark V. Snider, CLU, CFP Thomas E. Space, CFP, LUTCF % Warren Sticknev John R. Stoner, CLU, ChFC David Strachan Thomas J. Sullivan, CFP % Masashi Sunada % Eric K. Takao, CLU, MSFS % Roger G. Taylor, CLU, ChFC %

Gregory M. Telge, CFP, MSFS Robert A. Tewes, CLU Dr. Sanjay Tolani PhD, Ph.D., MBA Steven Valerius, FLMI E. Hardy Vaughn Jr., CLU, ChFC Stephen B. Wechsler, CLU Jeremy Mark Wellington, DipPFS, DipCII Helen Jayne West, APFS Kirk Wilkerson David R. Wilson, CLU Brian P. Winfield Sr., CLU, AEP Pecky Wong So Ping, FChFP MBA Aurora Say Yao % James D. Yurman, CFU Carl W. Zeidler, CFP, MSFS %

#### **GOLD KNIGHT (USD 5,000)**

John D. Aakre, CLU, CLTC % Mohamad Manmohan Abdullah, ChFC, CLU David R. Alter, CLU D. Kyle Atkins, CLU, CFP William D. Barnes, LUTCF, CLTC Mark L. Begley, CLU, ChFC ^ J. Peter Benet, CLU, CFP John R. Benton Jr., ChFC, CLTC % Bruce P. Bessner, CFP, AUTCF Stuart J Birkel CSA Daniel M. Boardman, CLU, AFP % Bradley H. Bofford, CFP, ChFC Michael D. Brocker, CLU, ChFC % Kimberly Brumbaugh, LUTCF % David T. Buckwald, CLU, CFP % Kenneth W. Burns, CLU, ChFC % Anthony J. Capobianco, CLU, ChFC Matt R. Carothers, CFP, CLU % Bradford C. Cary, CLU, ChFC Hoi Man Cheng Hoi Man Iris % William P. Chiu, CLTC, PhD Curtis V. Cloke, LUTCF, AICP Irwin C. Cohen Thomas J. Cohn, CLU, ChFC John J. Cranley III, CLU, MSFS Howard D. Crissey, CLU, ChFC Andreas T. Dailey Sr., CLTC Steven M. Daniel, CLU, ChFC Joseph L. Davis Jr., CLU, ChFC Michael T. Delahaye John D. Dempsey, CLU, ChFC Robert A. Derrenbacker, CLU, ChFC Robert K. Drake, CLU, ChFC **Bickson** Joel Dsouza William S. Dukes William J. Egan III, CFP, CLU Susan M. Ellis, CFP % Anthony G. Engrassia, ChFC, LUTCF John P. Enright % Luther Glenn Ensminger Jr., ChFC, CLU

Robert L. Erkel, CFP, CLU % G. Randall Eschels, CLU, CFP Lee E. Evans Tony Feliciano, ChFC Michael D. Findley, CLU, ChFC Mark R. Finley, CLU, LUTCF Scott A. Fligel, CFP, ChFC George J. Follstad, CLU  $\operatorname{Mark} \operatorname{E.} \operatorname{Friese}, \operatorname{CMFC}$ Nobuyuki Fukumoto % Edward R Gaelick, CLU, ChFC %Lawrence J. Ganim, RIA, CIC Norman Dale Gaston Rita Gibson, CLU, RICP Gene J. Gilmore, CLU Brendan J. Glennon, QFA, FIB Stan E. Graber, CLU, LUTCF % Kenneth A. Grace, CLU Charlene K. Granstra, CLU, ChFC Jack S. Grossman, CLU, ChFC George R. Grossmann, LUTCF Kevin M. Grunawalt, CFP, LUTCF Kristen E. Gulbran, CLU, ChFC David F. Gwynn, CLU, ChFC Aaron L. Hammer, LUTCF % Randall D. Hart, CLU, AhFC C. Richard Herrold, CLU, CFP Gary F. Heuer, FICS David T. Hibshman, CFP, APA % Gail R. Hill, CLU, ChFC Edward D Hinds, CLU, CFP % Matthew T. Hoesly, CFP, ChFC Bruce A. Holliday, CLU Jason L. Hooz, CLU, ChFC Todd D. Hruby, LUTCF  $\,\%$ Kenichi Ibuki John R. Jagger, CLU, ChFC Robert S. Johnson, CLU, ChFC Sherry D. Johnson, CFP Anthony Matthews Jones, BSc(Hons), QFA Michael J. Jungen, ChFC, CFP Hiroki Kaneko % Hiroshi Kato Walter E. Katz, CLU, CFP S. Patrick Kelley, ChFC % Lynn G. Kenworthy, CLU Caroline Kheng, ChFC Frank C. Kinter Jr., CLU, ChFC Michael R. Kinzie, CLU, ChFC Kobus Kleyn, AMC % Patrick L. Knueven, CLU, ChFC Clavton M. Koseki Naomi A. Kowalik, CFP, JD Michael P. Kratzer, LUTCF, CLU Priti Ajit Kucheria, LUTCF, CFP Andrew E. Laino, CFP, CLTC % Meredith Gail Langus, FSCP.LUTCF

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