



December 22, 2013

Subject: NIME 2013 Annual Meeting in Memphis

Dear Member,

I am writing this newsletter on Thanksgiving week. I can sincerely say that I am thankful for the dozens of close meaningful relationships that I have developed through NIME since 1996. I also think about the new connections and the wealth of knowledge that came from our September meeting in Memphis. I was reminded that Plato once said “wise men speak because they have something to say. Fools speak because they have to say something”.

With that as a litmus test, we had plenty of wise speakers. Let’s take a moment to review the meeting!

Day one was kicked off with Jack Konshin, founder and CEO of Insurance Supermarket. What an insightful and successful distribution system he talked about. Next up, Tom Hill, President and CEO of Eagle Goal Coach Inc. spoke about keys to success and balance in life. After Tom, Chuck Ritzke, founder of Problem Solving Enterprises spoke. I will go on record to say I wish my top carrier could have hooked up with Chuck before implementing their new software. Bill Whittle, Author and Trainer at The Bill Whittle Company spoke next. I have used his attraction conversations and five point story telling in every training meeting I have had since hearing him. After lunch, Michael Violette, practice director, pathways consulting group spoke to us about infrastructure transformation which was an incredible look into the issues and solutions of integrating IT. The first day, yes this was all in a single day, was closed with Wayne Gomes and Michael Orr, co-founders of Grapevine 6. Just when you thought you figured out networking and social media, then came Grapevine 6.

Day two was opened up by Jorge Viller, founder and president, RME who showed us how to do social events right. The meeting ended on a high note with a panel discussion on Life and Annuity distribution at the FMO/IMO/BGA level. Can I also say that Norm Trainor is an incredibly wise and articulate individual? If you had attended the meeting, I hope this served as a good reminder of some of the new tools and information we received. If you could not attend and would like more information on any of the presenters, feel free to contact me. For everyone, let’s plan on attending the 2014 meeting and upholding our personal commitment to staying ahead of the ever changing industry in which we serve. I hope everyone had a great Thanksgiving and will enjoy an outstanding Christmas.

Gratefully,

A handwritten signature in black ink, appearing to read "Peter Konrad", with a stylized flourish at the end.

Peter Konrad, NIME Communications Chair

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