The 2019 Annual NAIFA-Wisconsin
A. Jack Nussbaum Distinguished Service Award

Dear NAIFA-Wisconsin Members,

There are many reasons why any person succeeds in the insurance and financial services industry. One big factor is those who came before us! We can all probably look back on our careers and identify someone who has had a positive influence on our lives and the industry.

Enclosed is the nomination form for this year’s A. Jack Nussbaum Distinguished Service Award. I am asking you to take some time and consider who has made meaningful contributions to our industry. Being a meaningful contributor can take on many forms. Leadership can be displayed in many ways and impacting people’s lives can be significant yet not always obvious.

Supporting Data:

Please describe in specific detail the accomplishments of your candidate in all seven areas on the attached form. If you attach additional pages, clearly identify what question is being answered and keep your answers in the order of the questions asked.

Keep in mind that applications will be redacted to remove the candidate’s name so the Selection Committee will ONLY have your information to use in their selection. This is not a popularity or sales contest. This award is given in recognition of outstanding accomplishments in the areas mentioned. Give your candidate every chance to be considered by listing all the accomplishments which you believe should be considered by the committee.

Nomination forms must be followed as presented. Failure to do so may disqualify your candidate. Please keep this confidential! Deadline for receipt of all entries is August 31, 2019.

Return the completed nomination form by December 31 to:

NAIFA-Wisconsin
600 State Street, Ste A
Cedar Falls, IA 50613
Fax: 703-621-3795
info@naifawisconsin.org

HISTORY
THE 2019 ANNUAL NAIFA-WISCONSIN

A. JACK NUSSEBAUM DISTINGUISHED SERVICE AWARD

A. Jack Nussbaum was typical of a host of proud, ambitious young men who came to America from other countries in the early 1890's. He was a native of Glasgow, Scotland who went to work in a clothing factory at age 12. Three years later he came to the United States and worked in a button factory for $4 a week. Within three years, he saved enough money to bring his mother and father to his adopted land.

Mr. Nussbaum served in the army during World War I and then entered the retail clothing business. Buffeted by the depression and early post-depression years, he fortuitously made a decision to enter the life insurance business with Massachusetts Mutual in Milwaukee.

During the ensuing years, Mr. Nussbaum became a Life and Qualifying Member of the Million Dollar Round Table and continuously achieved the National Quality Award. He was one of his company's top 100 producers for more than 30 years.

From the start of his life insurance selling career, A. Jack Nussbaum was a participant in his local and state life underwriters associations. He became president of each and then moved to distinction on the national scene, where he served NALU as committee chairman, trustee, secretary, vice-president and president.

Though lacking extensive formal education, Mr. Nussbaum was rated one of the "idea men" of U.S. life insurance. He was a faculty advisor at Purdue University's Institute of Insurance Marketing, contributed articles to numerous professional publications, and was in great demand as a speaker before sales groups throughout the country and Canada. As president of NALU, he devoted full-time to this responsibility so as to personally visit the greatest number of affiliated local and state associations.

In addition to being respected for his tremendous sales and leadership capacity, A. Jack Nussbaum was applauded everywhere he went as a raconteur par excellence in dialects ranging from Scot's burr to Alabama cotton patch! He was also a talented musician. The violin was his favorite.

Jack Nussbaum was a doer for all – without prejudice or thought of a personal gain. He was a gentle, warm man with infinite love for his family, associates and country. When he assumed the presidency of NALU in 1956, someone noted that he had tapered off on many of his civic and community undertakings in Milwaukee. Mr. Nussbaum replied: "Guess you're right. All I belong to now are the life underwriter association and the American Legion. They symbolize two things to me - life insurance and the United States. Both have been good to me... and I'm devoting myself to pay my debt and helping others feel the way I do."
# The 2019 Annual NAIFA-Wisconsin

## A. Jack Nussbaum Distinguished Service Award

### Nomination Form

Please complete and return by August 31, 2019 to info@naifawisconsin.org or fax to 703-621-3795.

*All fields marked with an * are required.*

### Nominee

<table>
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<th>Field</th>
<th>Details</th>
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<tbody>
<tr>
<td>Full Name (first and last)</td>
<td>Designations &amp; Credentials</td>
</tr>
<tr>
<td>Street Address</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td>State</td>
</tr>
<tr>
<td>*Email Address</td>
<td>*Phone (###.###.####)</td>
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<tr>
<td>Local Association</td>
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</tbody>
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### Criteria

1. *My candidate has served for the following Local, State and/or National associations and/or related organizations. I am including present and former positions and the accomplishments in each.*

2. *My candidate has provided the following other insurance industry-related service.*
THE 2019 ANNUAL NAIFA-WISCONSIN
A. JACK NUSSBAUM DISTINGUISHED SERVICE AWARD

NOMINATION FORM (continued)

Please complete and return by August 31, 2019 to info@naifawisconsin.org or fax to 703-621-3795. All fields marked with a * are required.

*Full Name (first and last)

3. *My candidate has provided the following services to the insurance-buying public.

4. *My candidate has earned the following education achievements.

5. *My candidate has received the following industry awards.
# The 2019 Annual NAIFA-Wisconsin

## A. Jack Nussbaum Distinguished Service Award

### Nomination Form (continued)

Please complete and return by December 31, 2017 to info@naifawisconsin.org or fax to 703-621-3795. All fields marked with a * are required.

<table>
<thead>
<tr>
<th>*Full Name (first and last)</th>
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6. *My candidate has provided the following community services.

7. I believe you should also consider the following factors about my candidate.
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