



General Meeting

Friday, October 20, 2017

8:30 - 10:00 am

Stockton Golf & Country Club

3800 W. Country Club Blvd • Stockton, CA 95204



Stacy M. Borchardt

*Meeting Sponsored by:
BenefitMall*

How Can a GA Help Grow Your Business?

Be your own MVP this season – work with a GA to increase sales and efficiency!

Stacy will show you how to:

- Offer more sophisticated group options to clients
- Gain market knowledge and experience
- Add services and perks through leveraging relationships
- Earn bonuses and incentives while writing business

Stacy M. Borchardt is a lifetime native of the Central Valley with deep ties to the Fresno/Clovis area. With a degree in Business Marketing from CSU Fresno, Stacy began her career in Public Relations for an international marketing and film production company. She then moved on to product marketing development for startup

companies while starting a family. In 2004, Stacy became insurance licensed and acted as a business development consultant for a Financial Planning Consulting firm out of the Bay Area. She continued her insurance career, eventually working over five years for Arthur J. Gallagher Inc. as a Business Development Specialist, and for the last three as an Area Relationship Manager at Humana Inc. Stacy brings insurance industry knowledge from both the Broker and Carrier side as well as strong business development experience in many fields. Stacy is also involved in several non-profit organizations as a volunteer and has logged many hours for the veterans of the valley. With a love for the families and culture of the Central Valley Stacy is excited to further her career through her new role at BenefitMall!

Pre-paid Registration Required by Wednesday, October 18th

Register online at www.naifacentralvalley.org or fill out form below.

October 20th Meeting Registration

Cost: **\$23** (members) or **\$27** (non-members) – includes buffet breakfast

Method of Payment:

MC Visa Am Exp Check (payable to NAIFA Central Valley)

Credit Card #: _____

Exp Date: _____ CVV: _____ Billing Zip Code: _____

Card Holder Name: _____

Signature: _____

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____

Email: _____

Return by October 18th to:

NAIFA Central Valley, 15 S. Rose St, Lodi, CA 95240

(209) 339-4651, Fax (209) 339-8273

kimmetz@naifacentralvalley.org

No refunds. Registration is transferable.