The purpose of the Roadmap to Success is to provide chapter’s with a simple and effective strategic planning tool by collecting information and data on current chapter activities that have been shown to be consistent indicators of chapter health and success.

By assembling this information, measurement versus a “standard” can be conducted by the chapter leadership (as well as individual board members/chairs and members in general) of “…how are we doing.” It is intended to be a tool for the chapter to use to identify not only activities that are performing to leadership’s expectations but also identify areas that need focus for improvement and Board attention.

By consistently conducting the annual Roadmap to Success, chapters can develop and evaluate trends in performance and highlight areas of leadership attention in the coming year that transcend the term of any individual or leadership board.

This strategic tool is intended to assist chapters in developing tactical, shorter-term actions to remain on the Roadmap to Success.

Changes to the Application and Program

- The Outstanding Achievement Award portion of the Roadmap to Success application was changed from an open narrative format to a more structured application with specific requirements. This change was made in order to add rigor to the process and make submissions easier to compare by having all submissions meet the same criteria.

- In 2011 the Roadmap to Success task force added chapter size as a review criterion for the Outstanding Achievement Award submissions. All submissions are separated by size; chapters with less than 250 members and chapters with 250 members or more.

- If your chapter has any photo documentation of your programs you are encouraged to include them with your submissions.

- Chapters grant FPA full rights to duplicate, copy and use for the purposes of chapter support and promotion; any forms, photos and other materials submitted for the Roadmap to Success and Outstanding Achievement Award program.

Application User Notes and Tips

This is an updated version of the Roadmap to Success application. Hopefully you will find this version to be more user-friendly than earlier versions. We encourage you to try out the application early rather than waiting until shortly before the submission deadline.

If you have questions or technical issues with the electronic application, please give Jennifer Harris a call at (800) 322-4237 x7303.

Submission Due: August 31, 2012
Application user notes and tips:

- The task force recommends that chapter review the application early.
- There has been a reduction in the amount of documentation required.
- **Time saving tip:** You can also save time by copy and pasting in information that was included in the 2011 application and is still relevant for the 2012 application.
- You may need to enable macros for the application’s form fields to work correctly. If you get a pop-up asking to enable/disable the document’s macros for the application select enable.
- Text in **aqua** is an example or instructional text for that form field. For example: “Completed/Scheduled for: **01/10/2012** (date of 2013 planning meeting).” This field is looking for a date.
- The check boxes are toggle fields. Click on a box to check/uncheck the box. Be sure to **enable the macros** for the application to work correctly.
- You can tab from field to field. When you complete one field click your **tab** button to take you to the next field.
- To enter text in a form field
  - **tab** to the next field and type in the appropriate data, or
  - **left click** on the form field to highlight the entire field, or
  - you may need to **double left click** to get the entire field highlighted.
- To paste text into one of the form fields, **copy** the text you want to insert then
  - **left click** on the form field and **CTRL V** to paste; or
  - **left click** on the form field and **right click** and select **paste** from the drop down menu.
- **Please** make all your changes to the document in **aqua colored text** to make it easier for the reviewers to identify the information that you are submitting.
- To open web site links in the application, try one of the following methods:
  - **Click** on the link
  - **CTRL + click** on the link
  - **Right click** on the link, select **copy hyperlink**, then **paste** the link into your internet browser.
- If you are sending the document(s) to national by e-mail or mail **please be sure to indicate the name of the document in the form field and label the document clearly.** Failure to appropriately document attachments may be considered an incomplete application.
- **Pages 4-12** are the Roadmap to Success application.
- The **optional** Outstanding Achievement Awards applications are **pages 13-28.**
- **Remember,** Outstanding Achievement Award submission is **not** required for Roadmap to Success but **you must submit completed form(s)** for **consideration for Outstanding Achievement Award(s).** See page 18 for additional details.

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**Submission Due: August 31, 2012**
Guidelines for Submission

We trust that your chapter’s submission is complete and accurate. (All information must be within July 1, 2011 and June 30, 2012, unless otherwise stated.)

1. **Indicate if your chapter** is applying for the Roadmap to Success program.

2. Indicate which board members were involved in the completion of the application. A minimum of two board members (not including paid staff) must have been involved.

3. If your chapter is also submitting good ideas (aka: best practices) for an Outstanding Achievement Award, please complete an application for each submission.

4. Submit proof of all requested information per criteria.

5. The completed application and required supporting information must be postmarked by **August 31, 2012 and/or received electronically by COB August 31, 2012**.

We encourage you to complete the electronic application form and submit, as much as possible, the supporting documentation within the application itself. You may also submit documentation as links to web pages, by e-mail attachment or as hard copy by mail.

Submissions due August 31, 2012

The completed application and all required supporting information must be received electronically and/or postmarked by COB **August 31, 2012**.

Mail to:  
Attn: Chapter Relations Department  
2012 FPA Roadmap to Success  
Financial Planning Association  
7535 E. Hampden, Suite 600  
Denver, CO 80231

E-mail to:  
Jennifer.Harris@FPAnet.org

For more information or questions, contact FPA Chapter Relations at 800-322-4237, ext. 7303.
Chapter Name:  FPA of Greater Indiana

Submit the names and board position of two volunteer leaders (not paid staff) who were involved in the completion of the 2012 Roadmap to Success application, whom are knowledgeable about your application and we can contact with any questions.

Stephanie Willison, Chair of Roadmap To Success
Jessica Bokhart, President

There are no optional items in this category. (Check all completed activities)

☒ FPA Chapter Officer/Director Fact Sheet 2012  Sent to National on  On or before January 13 2012. See attached document "2012 FPA Chapter Officer Fact Sheet".

☒ Chapter Officers Job Descriptions: Submit job descriptions for all officer positions and committee chairs for 2012. See attached document "Duties of Officers" (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

☒ Financial Statement: Include a mid-year 2012 (June 30) financial statement. Must include balance sheet, profit and loss (P&L) statement and projected budget. See attached documents "Balance Sheet", "Profit & Loss", and "Budget vs. Actuals: 2012 Budget - FY 12 P&L." (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

☒ Strategic Planning Meeting: Provide the date you held or are planning to hold your chapter’s strategic planning meeting for 2012/2013. Completed/Scheduled for: 2012 Strategic Planning meeting was completed on October 20, 2011. The 2013 Strategic Planning meeting is slated for September 2012, with the date to be determined. (date of 2012/2013 planning meeting).

☒ Chapter Web site: Provide your chapter’s current Web site address. Your chapter’s Web site must be active, current, and adhere to FPA’s branding guidelines. www.fpanet.org/Chapters/GreaterIndiana/

Submission Due: August 31, 2012
Chapter Name:
FPA of Greater Indiana

Chapter Executive (aka: Chapter Administrator, Executive Director):
Full Name: Sandra Gray
Address: 3009 E. 96th Street
City/State/Zip: Indianapolis, IN 46240
Office Phone: 317-844-6268
Fax Number: 317-844-7659
E-mail: sandys2013@NAIFA-IN.comcast.net (NEW)
Chapter Website URL: http://www.fpanet.org/Chapters/GreaterIndiana/

Chapter Executive Alternate Address: (If a PO Box is the primary address, please provide a street address too as FedEx and UPS will not deliver to PO Boxes.)
Address: N/A
City/State/Zip:

Please indicate which individual at the chapter will be responsible for receiving the chapter reimbursement paperwork. Every chapter must identify someone for this position. This person must be an FPA member in good standing.

Full Name: John Wheeler

Instructions:
Fill out the name of the member who will be filling that position for 2012. For additional and/or "non-standard" positions, please add them to the list as you see appropriate. You do not have to have someone for every position identified on this list. The positions that are required will have * next to them.

Please use the Chapter Management Tool to update your chapter officer contact information so that FPA can focus on getting the officers into our database in a more efficient manner.

FPA 2012 Officer Fact Sheets must be received by January 13, 2012. Please return this form to Sarah Cole at Sarah.Cole@FPA.net.org
<table>
<thead>
<tr>
<th>Position</th>
<th>Full Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>*Chairman / Past President (2011 President):</td>
<td>Valerie Porter</td>
</tr>
<tr>
<td>*President (Person holding office in 2012):</td>
<td>Jessica Bokhart</td>
</tr>
<tr>
<td>*President Elect (President in 2013):</td>
<td>Adan Diaz</td>
</tr>
<tr>
<td>*Secretary:</td>
<td></td>
</tr>
<tr>
<td>*Treasurer:</td>
<td>John Wheeler</td>
</tr>
<tr>
<td>Membership Director:</td>
<td>Adan Diaz</td>
</tr>
<tr>
<td>Program Director:</td>
<td>David Kraus</td>
</tr>
<tr>
<td>Education Director:</td>
<td></td>
</tr>
<tr>
<td>Public Awareness Director:</td>
<td>Marie Marks</td>
</tr>
<tr>
<td>Public Relations Director:</td>
<td></td>
</tr>
<tr>
<td>Financial Planning Week Director:</td>
<td>Marie Marks</td>
</tr>
<tr>
<td>Junior Achievement Coordinator:</td>
<td></td>
</tr>
<tr>
<td>Government Relations Director:</td>
<td></td>
</tr>
<tr>
<td>Director of Special Events:</td>
<td>Michael Fields</td>
</tr>
<tr>
<td>Corporate Relations/Partnership Director:</td>
<td>Roxanne McGettigan</td>
</tr>
<tr>
<td>Pro Bono Director:</td>
<td>David Webb</td>
</tr>
<tr>
<td>Career Development Director:</td>
<td>Brian Wright</td>
</tr>
<tr>
<td>Director of Technology/Web site / Communications:</td>
<td>Evan Bedel</td>
</tr>
<tr>
<td>Director of Student Relations:</td>
<td>Elizabeth Braden</td>
</tr>
<tr>
<td>Director of the &quot;Roadmap to Success&quot;</td>
<td>Stephanie Williamson</td>
</tr>
<tr>
<td>Director of Community Relations</td>
<td>John Guy</td>
</tr>
<tr>
<td>Director of Meeting Greeter</td>
<td>Mark Cade</td>
</tr>
<tr>
<td>Director of.... (please insert name of additional officer positions if applicable)</td>
<td></td>
</tr>
<tr>
<td>Full Name:</td>
<td></td>
</tr>
</tbody>
</table>

FPA 2012 Officer Fact Sheets must be received by January 13, 2012. Please return this form to Sarah Cole at Sarah.Cole@FPA.net
Please provide the dates for chapter regional symposiums, annual conferences and other chapter specific events planned in 2012:

1. Regional Symposium/Annual Conference Title(s) and Date(s)
   a. Title:
   b. Date:
   c. Primary Contact:
   d. Primary Contact Phone Number:
   e. Primary Contact E-mail Address:

2. 2012-2013 Strategic Planning Meeting
   a. Date: October 20, 2011

3. Chapter Meeting Schedule (Examples include: Chapter meetings are the 2nd Tuesday of every month, or January 28, 2012, February 13, 2012, etc.)

4. Additional Comments or Information
   a. Comments:

   **Chapter Membership Administration Access List for 2012**

   **Full Access:** (allows individuals access to all reports as well as rights to update member contact information in the database. Please note: that a maximum of two individuals will be allowed full access.)

   1. Name: Sandra Gray
   2. Name: Jessica Bokhart

   **Read Only Access:** (allows individuals access to all reports but no rights to update member contact information. Please note: there is no restriction on the number of chapter officers with read only access.)

   1. Name: Adan Diaz
   2. Name: Roxanne McGettigan
   3. Name: Evan Bedel
   4. Name: David Klaus
   5. Name: 
   6. Name: 
   7. Name: 

FPA 2012 Officer Fact Sheets must be received by January 13, 2012. Please return this form to Sarah Cole at Sarah.Cole@FPAnet.org.
2012 ROADMAP TO SUCCESS
FPA OF GREATER INDIANA

Chapter Operations

DUTIES OF OFFICERS:

The officers of the Greater Indiana Chapter have the following duties, with all powers necessary for the performance thereof, and such other duties and powers as the Board of Directors may designate.

**CHAIRPERSON OF THE BOARD (Valerie Porter):** The Chairperson of the Board shall function in an advisory role to the Chapter Board of Directors. He or she shall attend all Board meetings and attend chapter programs and activities. The Chairperson shall support efforts of other Board members. Normally the immediate past president holds the position of Chairperson of the Board.

**PRESIDENT (Jessica Bokhart):** The President shall be the Chief Executive Officer of the Greater Indiana Chapter. He or she shall preside at all meetings of the members and at the meetings of the Board of Directors. He or she shall exercise such duties as customarily pertaining to the office of President and shall have general and active supervision over the property, business, and affairs of the Greater Indiana Chapter and over its officers. The President shall make all required appointments of committees. The President shall perform such other duties as may be prescribed from time to time by the Board of Directors. In the absence of the President, the President-elect shall preside over meetings.

**PRESIDENT-ELECT (Adan Diaz):** The President-elect shall perform such functions as delegated by the President from time to time. The President-elect shall perform the duties of the President in his absences and shall assume the office of the President should the office become vacant.

**SECRETARY (Vacant):** The Secretary shall prepare the Chapter’s biennial report in even-numbered years with the Indiana Secretary of State and file all documents necessary with the FPA in order to retain the Chapter’s charter.

**TREASURER (John Wheeler):** The Treasurer shall have responsibility to receive and have custody of, and account for all money and securities of the Greater Indiana Chapter, perform all other duties as may be required by the Board of Directors and do and perform such other duties as usually pertain to such office; deposit funds to the credit of the Greater Indiana Chapter in such bank or banks or trust companies as the Board of Directors shall direct and dispense the same under direction of the Board of Directors; keep regular books of account and submit them together with all vouchers, receipts, records and other papers, to the Directors for their examination and approval as often as they may require. The Treasurer shall perform such other duties as may be prescribed from time to time by the President. Unless otherwise directed by the Treasurer, his duties may be routinely performed by a member, or members of the Greater Indiana Chapter’s staff selected by the President, if such staff exists. The Treasurer shall prepare or have prepared by the dually-appointed tax preparer for the Chapter all tax...
filings legally required. The Treasurer shall submit these tax documents to the President for his signature and then submit the documents to the Secretary for transmittal to the FPA, if FPA so requires from time to time.

DUTIES OF COMMITTEE CHAIRS

CAREER PATHS (Brian Wright): The career paths director is responsible for delivering and promoting career development programs that advance the financial planning profession and communicating these programs with chapter members. The career paths director should serve as a resource for career development by acting as a point person for questions and collaborative efforts, and should clarify and advance the vision of the career paths committee.

CHAPTER ADMINISTRATOR (Roxanne McGettigan): The chapter administrator assists the chapter and each committee by serving as a central hub for chapter activities. His or her duties may include collecting monies from members for chapter meetings and events, keeping rosters of the membership, recording minutes of meetings of the Directors, maintaining corporate minute books, records, and papers, acquiring and maintaining continuing education credits for chapter meetings, seminars and workshops, assisting the program director in setting up meetings, contacting other professional organizations to stay abreast of their educational offerings which may benefit the membership, distributing chapter communications (newsletters, meeting and event notices, etc.), updating and maintaining the chapter website, and acting as a liaison with headquarters.

COMMUNICATION DIRECTOR (Evan Bedel): The communications director is responsible for regular communications with chapter members. His or her committee will oversee communications delivered through the chapter newsletters, the chapter website and social networking sites (Facebook, Twitter, etc.)

COMMUNITY RELATIONS DIRECTOR (John Guy): The community relations director is responsible for the development and oversight of joint projects between the chapter and other community organizations. He or she will research and present to the board such projects and implement them under the board’s direction.

GOVERNMENT RELATIONS DIRECTOR (Joseph Gaekle): The chapter government relations director is charged with the following responsibilities: (1) Monitoring state regulatory and legislative developments and communicating those developments to the chapter and the National FPA government relations department, (2) Reporting to the chapter important state and federal regulatory and legislative activity that the National FPA Government Relations Department provides them through various communication methods, and (3) Alerting the National FPA Government Relations Department to state developments, which may need action on the part of the FPA. Bringing state regulatory and legislative actions to the attention of the headquarters staff provides the opportunity to respond before proposals are enacted and are more difficult to change.
**MEETING GREETERS DIRECTOR (Mark Cade):** The meeting greeters director organizes a team of people to serve as greeters for each chapter meeting and event. Greeters maintain a roster of attendees, distribute and collect name badges and continuing education sign-in sheets, and make introductions for new members and visitors.

**MEMBERSHIP DIRECTOR (Adan Diaz):** The membership director develops procedures to solicit new members, contact new members by phone or letter inviting them to attend chapter meetings, contact terminated members for retention purposes, identify reasons for members not renewing, ensure that chapter meeting notices are sent to prospective, new and existing members, and chairs the membership committee.

**PRO BONO DIRECTOR (Justin Castelli, Todd DeKruyter):** The pro bono director helps support the Foundation for Financial Planning’s mission of helping people take control of their financial lives by connecting the financial planning community with people in need. Responsibilities include providing pro bono advice and outreach activities to help people who are underserved by the market, in need of financial guidance or in a financial crisis. Also included is helping people improve their lives through access to pro bono financial planning and financial literacy education via unbiased financial advice in times of crisis and disaster.

**PROGRAM DIRECTOR (David Klaus):** The programs director develops and plans the programs to be presented at chapter meetings, obtains speakers for chapter meetings as well as special functions, is responsible for securing appropriate meeting facilities, and may also be responsible for producing a regional symposium (this is often assigned to a committee). He or she chairs the program committee.

**PUBLIC RELATIONS DIRECTOR (Marie Marks):** The public relations director is responsible for the planning, implementation, and evaluation of the chapter’s public relations program. Duties include establishing and planning public events to cultivate public understanding of financial planning, promoting FPA on both the national and regional level, and working closely with the media to communicate the goals and professionalism of the Association.

**ROADMAP TO SUCCESS DIRECTOR (Stephanie Willison):** The Roadmap to Success director is responsible for the coordination and preparation of the annual Roadmap to Success filing for our chapter. Duties include working with the Board members and other leaders to gather applicable information, to collate this information in accordance with the standards established in the Roadmap to Success application, and to share the completed application with the Board.

**SPONSORSHIP MANAGER (Roxanne McGettigan):** The sponsorship manager is responsible for obtaining partners and sponsors to provide funding for chapter programs and operations. The sponsorship manager should develop alliances with partners and sponsors that ensure mutual benefit for both parties to ensure ongoing relationships and effectively articulate the benefits of partnering with the chapter.
SPECIAL EVENTS (Michael Fields): The special events director is responsible for strengthening networking between members and should add value to members by providing opportunities for members to connect with one another. The special events director should organize special events consistent with the objectives of our local chapter, which include public awareness activities, charitable actives, and social activities. The special events director is responsible for making sure that planned special events are publicized and communicated to the chapter.

STUDENT DEVELOPMENT DIRECTOR (Elizabeth Braden): The student development director is responsible for introducing, creating, and strengthening the relationship between college/university faculty and students and the association members. The student development director should invite college/university faculty and students to events that would increase the student’s desire to pursue a career in the financial planning industry, oversee the annual scholarship program, and create networking opportunities between members and college/university faculty and students.
# FPA of Greater Indiana
## Balance Sheet
### As of June 30, 2012

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Bank Accounts</td>
<td></td>
</tr>
<tr>
<td>105 Fifth Third Checking</td>
<td>39,313.77</td>
</tr>
<tr>
<td>109 CITY Securities Corp</td>
<td>0.00</td>
</tr>
<tr>
<td>110 Certificate of Deposit</td>
<td>0.00</td>
</tr>
<tr>
<td>Total Bank Accounts</td>
<td>$39,313.77</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td></td>
</tr>
<tr>
<td>184 Affiliate Receivable</td>
<td>0.00</td>
</tr>
<tr>
<td>Total Accounts Receivable</td>
<td>$0.00</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td></td>
</tr>
<tr>
<td>106 Petty Cash</td>
<td>0.00</td>
</tr>
<tr>
<td>Total Other Current Assets</td>
<td>$0.00</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>$39,313.77</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$39,313.77</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND EQUITY</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
</tr>
<tr>
<td>Total Liabilities</td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td></td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>33,294.55</td>
</tr>
<tr>
<td>Net Income</td>
<td>6,019.22</td>
</tr>
<tr>
<td>Total Equity</td>
<td>$39,313.77</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND EQUITY</strong></td>
<td>$39,313.77</td>
</tr>
</tbody>
</table>

Thursday, Jul 12, 2012 11:10:29 AM GMT-4 - Cash Basis
# FPA of Greater Indiana
## Profit & Loss
### January - June, 2012

<table>
<thead>
<tr>
<th>Income</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>3000 Admissions Income</td>
<td></td>
</tr>
<tr>
<td>3020 Special Events Admission</td>
<td>356.63</td>
</tr>
<tr>
<td><strong>Total 3000 Admissions Income</strong></td>
<td><strong>356.63</strong></td>
</tr>
<tr>
<td>3100 Sponsorship Income</td>
<td></td>
</tr>
<tr>
<td>3110 Patron Sponsors</td>
<td>4,000.00</td>
</tr>
<tr>
<td>3120 Corporate Sponsor</td>
<td>8,000.00</td>
</tr>
<tr>
<td>3130 Professional Sponsors</td>
<td>2,500.00</td>
</tr>
<tr>
<td><strong>Total 3100 Sponsorship Income</strong></td>
<td><strong>14,500.00</strong></td>
</tr>
<tr>
<td>3200 Membership Income</td>
<td></td>
</tr>
<tr>
<td>3210 Membership Renewals</td>
<td>7,689.39</td>
</tr>
<tr>
<td>3220 New Memberships</td>
<td>1,189.97</td>
</tr>
<tr>
<td>3230 Indy Chapter</td>
<td>2,434.00</td>
</tr>
<tr>
<td><strong>Total 3200 Membership Income</strong></td>
<td><strong>11,313.36</strong></td>
</tr>
<tr>
<td>3900 Other Income</td>
<td></td>
</tr>
<tr>
<td>3910 Job Postings</td>
<td>102.15</td>
</tr>
<tr>
<td>3920 Interest Income</td>
<td>0.67</td>
</tr>
<tr>
<td>3930 Grants</td>
<td>1,500.00</td>
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<tr>
<td><strong>Total 3900 Other Income</strong></td>
<td><strong>1,602.82</strong></td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$27,772.81</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>5000 Operating Expenses</td>
<td></td>
</tr>
<tr>
<td>5100 Administrative Executive Director</td>
<td>8,374.33</td>
</tr>
<tr>
<td>5120 Printing / Nametags / Mailers</td>
<td>371.00</td>
</tr>
<tr>
<td>5130 President's Expenses</td>
<td>96.94</td>
</tr>
<tr>
<td>5140 Administrative NAIFA</td>
<td>2,680.00</td>
</tr>
<tr>
<td>5200 Telephone</td>
<td>407.84</td>
</tr>
<tr>
<td>5220 Travel</td>
<td>4.98</td>
</tr>
<tr>
<td>5300 Postage</td>
<td>425.25</td>
</tr>
<tr>
<td>5310 Website Development and Ongoing Support</td>
<td>262.50</td>
</tr>
<tr>
<td>5320 Label Printer &amp; Supplies</td>
<td>119.28</td>
</tr>
<tr>
<td>5400 Accounting Fees</td>
<td>256.50</td>
</tr>
<tr>
<td>5490 Course Approval Fees</td>
<td>800.00</td>
</tr>
<tr>
<td>999 Uncategorized Expense</td>
<td>0.00</td>
</tr>
<tr>
<td><strong>Total 5000 Operating Expenses</strong></td>
<td><strong>13,798.62</strong></td>
</tr>
<tr>
<td>6000 Membership</td>
<td></td>
</tr>
<tr>
<td>6010 Chapter Meetings</td>
<td>2,113.30</td>
</tr>
<tr>
<td>6110 Special Events Committee</td>
<td>250.00</td>
</tr>
<tr>
<td>6210 Continuing Education Filing</td>
<td>504.00</td>
</tr>
<tr>
<td>6220 Newsletter - Constant Contact</td>
<td>378.00</td>
</tr>
<tr>
<td>6230 Speaker Costs</td>
<td>2,000.00</td>
</tr>
<tr>
<td><strong>Total 6000 Membership</strong></td>
<td><strong>5,245.30</strong></td>
</tr>
<tr>
<td>7000 Committee</td>
<td></td>
</tr>
<tr>
<td>7020 Board Meeting Food</td>
<td>68.96</td>
</tr>
<tr>
<td><strong>Total 7000 Committee</strong></td>
<td><strong>68.96</strong></td>
</tr>
<tr>
<td>8000 Profession Promotion</td>
<td></td>
</tr>
<tr>
<td>8130 ISO</td>
<td>2,400.00</td>
</tr>
<tr>
<td>Description</td>
<td>Amount</td>
</tr>
<tr>
<td>-----------------------------------------</td>
<td>----------</td>
</tr>
<tr>
<td>Total 8000 Profession Promotion</td>
<td>2,400.00</td>
</tr>
<tr>
<td>9000 Financial Charges</td>
<td></td>
</tr>
<tr>
<td>9010 Bank Fees</td>
<td>42.71</td>
</tr>
<tr>
<td>9020 Credit Card Processing Fees</td>
<td>198.00</td>
</tr>
<tr>
<td>Total 9000 Financial Charges</td>
<td>240.71</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$21,753.59</td>
</tr>
<tr>
<td>Net Operating Income</td>
<td>$6,019.22</td>
</tr>
<tr>
<td>Net Income</td>
<td>$6,019.22</td>
</tr>
</tbody>
</table>

Thursday, Jul 12, 2012 11:07:44 AM GMT-4 - Cash Basis
## FPA of Greater Indiana

### Budget vs. Actuals: 2012 Budget - FY12 P&L

**January - December 2012**

<table>
<thead>
<tr>
<th>Income</th>
<th>Actual</th>
<th>Budget</th>
<th>over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>3000 Admissions Income</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>3010 Program Admissions</td>
<td>393.63</td>
<td>300.00</td>
<td>-93.63</td>
<td>13.12%</td>
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<tr>
<td>3020 Special Events Admission</td>
<td>2,000.00</td>
<td>1,606.37</td>
<td>393.63</td>
<td>19.68%</td>
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<tr>
<td><strong>Total 3000 Admissions Income</strong></td>
<td>393.63</td>
<td>2,300.00</td>
<td>-1,906.37</td>
<td>17.11%</td>
</tr>
<tr>
<td><strong>3100 Sponsorship Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>3110 Patron Sponsors</td>
<td>6,000.00</td>
<td>10,000.00</td>
<td>-4,000.00</td>
<td>60.00%</td>
</tr>
<tr>
<td>3120 Corporate Sponsor</td>
<td>9,000.00</td>
<td>14,000.00</td>
<td>-5,000.00</td>
<td>64.29%</td>
</tr>
<tr>
<td>3130 Professional Sponsors</td>
<td>2,500.00</td>
<td>5,000.00</td>
<td>-2,500.00</td>
<td>50.00%</td>
</tr>
<tr>
<td><strong>Total 3100 Sponsorship Income</strong></td>
<td>17,500.00</td>
<td>29,000.00</td>
<td>-11,500.00</td>
<td>60.34%</td>
</tr>
<tr>
<td><strong>3200 Membership Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>3210 Membership Renewals</td>
<td>6,000.00</td>
<td>10,000.00</td>
<td>-4,000.00</td>
<td>60.00%</td>
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<tr>
<td>3220 New Memberships</td>
<td>1,189.97</td>
<td>2,500.00</td>
<td>-1,310.03</td>
<td>47.60%</td>
</tr>
<tr>
<td>3230 Indy Chapter</td>
<td>2,434.00</td>
<td>2,434.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td><strong>Total 3200 Membership Income</strong></td>
<td>11,313.36</td>
<td>24,500.00</td>
<td>-13,186.64</td>
<td>46.18%</td>
</tr>
<tr>
<td><strong>3900 Other Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3910 Job Postings</td>
<td>102.15</td>
<td>100.00</td>
<td>2.15</td>
<td>102.15%</td>
</tr>
<tr>
<td>3920 Interest Income</td>
<td>0.67</td>
<td>50.00</td>
<td>-49.33</td>
<td>1.34%</td>
</tr>
<tr>
<td>3930 Grants</td>
<td>1,500.00</td>
<td>1,500.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>3940 List Rental</td>
<td>1,500.00</td>
<td>1,500.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>3990 Other Income</td>
<td>1,000.00</td>
<td>1,000.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td><strong>Total 3900 Other Income</strong></td>
<td>1,602.82</td>
<td>4,150.00</td>
<td>-2,547.18</td>
<td>38.62%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$30,809.81</td>
<td>$59,950.00</td>
<td>$-29,140.19</td>
<td>51.39%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Actual</th>
<th>Budget</th>
<th>over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>5000 Operating Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5100 Administrative Executive Director</td>
<td>8,374.33</td>
<td>19,000.00</td>
<td>-10,625.67</td>
<td>44.08%</td>
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<tr>
<td>5110 Supplies</td>
<td>150.00</td>
<td>150.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>5120 Printing / Nametags / Mailers</td>
<td>371.00</td>
<td>221.00</td>
<td>150.00</td>
<td>42.12%</td>
</tr>
<tr>
<td>5130 President's Expenses</td>
<td>96.94</td>
<td>221.00</td>
<td>-124.06</td>
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<tr>
<td>5140 Administrative NAIFA</td>
<td>2,680.00</td>
<td>680.00</td>
<td>2,000.00</td>
<td>150.00%</td>
</tr>
<tr>
<td>5200 Telephone</td>
<td>407.84</td>
<td>1,500.00</td>
<td>-1,092.16</td>
<td>40.78%</td>
</tr>
<tr>
<td>5210 Directors Liability Insurance</td>
<td>150.00</td>
<td>150.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>5220 Travel</td>
<td>4.98</td>
<td>4.98</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>5230 Insurance Fees</td>
<td>500.00</td>
<td>500.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>5300 Postage</td>
<td>425.25</td>
<td>400.00</td>
<td>25.25</td>
<td>106.31%</td>
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<tr>
<td>5310 Website Development and Ongoing Support</td>
<td>878.50</td>
<td>378.50</td>
<td>500.00</td>
<td>175.70%</td>
</tr>
<tr>
<td>5320 Label Printer &amp; Supplies</td>
<td>119.28</td>
<td>119.28</td>
<td>0.00</td>
<td>100.00%</td>
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<tr>
<td>5400 Accounting Fees</td>
<td>299.25</td>
<td>1,200.75</td>
<td>-901.50</td>
<td>39.95%</td>
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<td>5410 Student Scholarships</td>
<td>1,000.00</td>
<td>1,000.00</td>
<td>0.00</td>
<td>100.00%</td>
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<tr>
<td>5480 Miscellaneous</td>
<td>500.00</td>
<td>500.00</td>
<td>0.00</td>
<td>100.00%</td>
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<tr>
<td>5490 Course Approval Fees</td>
<td>800.00</td>
<td>200.00</td>
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<td>133.33%</td>
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<tr>
<td>5500 Board of Standard Fees</td>
<td>100.00</td>
<td>100.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>999 Uncategorized Expense</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>100.00%</td>
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<tr>
<td><strong>Total 5000 Operating Expenses</strong></td>
<td>14,457.37</td>
<td>27,700.00</td>
<td>-13,242.63</td>
<td>52.19%</td>
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<tr>
<td><strong>6000 Membership</strong></td>
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<tr>
<td>6010 Chapter Meetings</td>
<td>2,113.30</td>
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<td>-3,886.70</td>
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<tr>
<td>6020 Membership Committee Expenses</td>
<td>600.00</td>
<td>600.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>6025 Membership Recognition</td>
<td>500.00</td>
<td>500.00</td>
<td>0.00</td>
<td>100.00%</td>
</tr>
<tr>
<td>Category</td>
<td>Actual</td>
<td>Budget</td>
<td>over Budget</td>
<td>% of Budget</td>
</tr>
<tr>
<td>---------------------------------------</td>
<td>----------</td>
<td>---------</td>
<td>-------------</td>
<td>-------------</td>
</tr>
<tr>
<td>6110 Special Events Committee</td>
<td>250.00</td>
<td>6,000.00</td>
<td>-5,750.00</td>
<td>4.16667%</td>
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<tr>
<td>6130 Food-New Member</td>
<td>500.00</td>
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<tr>
<td>6210 Continuing Education Filing</td>
<td>524.00</td>
<td>3,000.00</td>
<td>-2,476.00</td>
<td>17.46667%</td>
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<td>6220 Newsletter - Constant Contact</td>
<td>378.00</td>
<td>400.00</td>
<td>-22.00</td>
<td>94.50%</td>
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<tr>
<td>6230 Speaker Costs</td>
<td>2,000.00</td>
<td>5,200.00</td>
<td>-3,200.00</td>
<td>38.46154%</td>
</tr>
<tr>
<td>6240 Patron Event</td>
<td>500.00</td>
<td>1,500.00</td>
<td>-1,000.00</td>
<td>33.33333%</td>
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<tr>
<td>Total 6000 Membership</td>
<td>5,765.30</td>
<td>23,700.00</td>
<td>-17,934.70</td>
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<tr>
<td>7000 Committee</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7010 Conferences &amp; Conventions</td>
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<tr>
<td>7020 Board Meeting Food</td>
<td>68.96</td>
<td>600.00</td>
<td>-531.04</td>
<td>11.49333%</td>
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<td>Total 7000 Committee</td>
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<td>-5,531.04</td>
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<tr>
<td>8000 Profession Promotion</td>
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<td>8030 Public Relationships Advertising</td>
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<tr>
<td>8040 Career Development Committee</td>
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<tr>
<td>8110 Pro Bono Committee</td>
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<td>8120 FPA Day</td>
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</tr>
<tr>
<td>8130 ISO</td>
<td>2,400.00</td>
<td>4,000.00</td>
<td>-1,600.00</td>
<td>60.00%</td>
</tr>
<tr>
<td>Total 8000 Profession Promotion</td>
<td>2,400.00</td>
<td>8,600.00</td>
<td>-6,200.00</td>
<td>27.90698%</td>
</tr>
<tr>
<td>9000 Financial Charges</td>
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<td></td>
</tr>
<tr>
<td>9010 Bank Fees</td>
<td>42.71</td>
<td>100.00</td>
<td>-57.29</td>
<td>42.71%</td>
</tr>
<tr>
<td>9020 Credit Card Processing Fees</td>
<td>298.95</td>
<td>298.95</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total 9000 Financial Charges</td>
<td>341.66</td>
<td>100.00</td>
<td>241.66</td>
<td>341.66%</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>23,033.29</td>
<td>65,700.00</td>
<td>-42,666.71</td>
<td>35.05828%</td>
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<tr>
<td>Net Operating Income</td>
<td>7,776.52</td>
<td>5,750.00</td>
<td>13,526.52</td>
<td>-135.24383%</td>
</tr>
<tr>
<td>Net Income</td>
<td>7,776.52</td>
<td>5,750.00</td>
<td>13,526.52</td>
<td>-135.24383%</td>
</tr>
</tbody>
</table>

Thursday, Jul 12, 2012 11:14:50 AM GMT-4 - Cash Basis

https://qbo.intuit.com/qbo1/reports/618193093/execute?rptid=618193093-BUDGET_V... 7/12/2012
Chapter Leadership

Required. There are no optional items in this category. (Check all completed activities)

- **Mission and/or Vision Statement(s):** Submit your chapter’s written mission and/or vision statement(s). Mission and/or vision statement(s) must be aligned with FPA’s Primary Aim; visit [http://www.fpanet.org/AboutFPA/Organization/CoreBeliefs/](http://www.fpanet.org/AboutFPA/Organization/CoreBeliefs/) for details. See attached document "Chapter Leadership." (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)
  - **Mission:** answers the questions about why an organization exists, what business it is in and what values guide it.
  - **Vision:** answers the question, “What will success look like?” It is a shared image of success that inspires and motivates people to work together for a common cause.

- **Participation in FPA Chapter Leaders Conference:** Provide the names of chapter officers who will attend FPA Chapter Leaders Conference 2012. The individuals listed must be volunteers, not paid staff. (Please note: if your chapter submits chapter officers who will attend FPA Chapter Leaders Conference and then they are unable to attend, this may result in disqualification of this criterion.) See attached document "Chapter Leadership.”.

- **Written Strategic Plan:** Submit your chapter’s 2012 strategic plan. The strategic plan *must* include goals, objectives and timelines. For a plan of work template, visit [http://www.fpanet.org/Connect/Chapters/ChapterLeadershipResources/LeadershipPrinciples/](http://www.fpanet.org/Connect/Chapters/ChapterLeadershipResources/LeadershipPrinciples/) See attached document "FPA of Greater Indiana 2012 Strategic Plan" (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

- **New Committee(s) and/or Board/Committee Members:** Submit the names of all new 2012 board or committee members and all new committees formed in 2012. See attached document "Chapter Leadership.” (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)
Chapter Leadership

FPA of Greater Indiana’s Mission Statement:

The FPA of Greater Indiana, with the Certified Financial Planner™ mark as its cornerstone, seeks to foster the financial planning process, with high ethical standards, continuing education, and community awareness.

FPA of Greater Indiana’s Vision Statement:

The FPA of Greater Indiana seeks to be the professional organization for our financial planning community. Our vision is to be the trusted voice of financial planning and a primary resource for financial planning professionals as well as other members of our community.
FPA of Greater Indiana
2012 Strategic Plan

FOSTERING TRUST
To foster trust among the leaders, members, alliances, and other organizations associated with the FPA of Greater Indiana, we will:

• With each task the organization undertakes, answer the following question: How does this benefit our Members and Alliances?

• Ensure the answer to the above question is the best use of our time, talents, and resources.

• Follow through and complete tasks in a timely fashion.

VISION
Our vision is to be the trusted voice of financial planning and a primary resource for financial planning professionals as well as other members of our community. We will do this by:

• Providing educational and networking opportunities for members that foster ethical, competent professional development and promote FPA’s standard of care.

• Engage in outreach activities to bring and highlight the value of financial planning to our community.

• Grow and provide sense of community to the next generation of financial planners.
DEVELOPING STRATEGY
To achieve our vision we will:

- Value continued involvement in the FPA through recognizing milestone years of FPA membership at Quarterly Meetings.
  COMMITTEE(S) RESPONSIBLE: Membership; Programs

- Expand our membership by promoting the FPA to all CFP Practitioners and Students in the community.
  COMMITTEE(S) RESPONSIBLE: Membership; Student Relations

- Ensure our meeting location, times, and topics are adequately serving our members.
  COMMITTEE(S) RESPONSIBLE: Programs

- Offer specialized training courses to our members that they would not have the same access to as an individual; examples are AIF live training and Indiana Public Employees’ Retirement training.
  COMMITTEE(S) RESPONSIBLE: Career Development

- Create FPA Student Chapter(s) at CFP Board Registered University(ies).
  COMMITTEE(S) RESPONSIBLE: Student Development

- Look at areas our Chapter can increase revenue to enhance quality of programs and special events offered to our members. Examples include updating sponsor benefits, increasing number of sponsors, increasing number of members, charging to attend quarterly meetings, etc.
  COMMITTEE(S) RESPONSIBLE: Programs; Sponsorship; Membership

- Encourage greater member participation in meetings and social events by looking into systems that will allow for online RSVP and payment.
  COMMITTEE(S) RESPONSIBLE: Chapter Executive; Treasurer

- Ensure our financial information is compiled in an easy-to-read and maintain format as well as assure income and expenses are properly categorized.
  COMMITTEE(S) RESPONSIBLE: Treasurer; President
• Utilize FPA Connect in ways that will enhance communication within the board of directors and the members increased discussion but minimized emails and targeted discussions based on areas of interest.
  COMMITTEE(S) RESPONSIBLE: Communications; President

• Promote the profession to our community through financial and educational resources. Examples include sponsorship of the Indianapolis Symphony Orchestra and Financial Planning Day, Academy of Finance scholarship, etc.
  COMMITTEE(S) RESPONSIBLE: Community Outreach; Public Relations; Pro Bono

• Work with Kier Educational Resources to promote value of CFP marks through offering scholarship for Kier’s program to our membership
  COMMITTEE(S) RESPONSIBLE: Career Development
ENERGIZING ALLIANCES

FPA of Greater Indiana will develop and foster the alliances outlined below to promote and elevate financial planning as a profession and service to our community.

<table>
<thead>
<tr>
<th>Alliance</th>
<th>What do we want?</th>
<th>What do they want?</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Internal Allies</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chapter Executive</td>
<td>Shared vision and passion for financial planning; a strong, core administrator to assist members and leaders.</td>
<td>To assist chapter members, leaders, and sponsors.</td>
</tr>
<tr>
<td>FPA National</td>
<td>Shared vision and passion for financial planning; guidance and assistance in achieving primary aim; a centralized source of best practices among chapters.</td>
<td>Uphold FPA Standard of Care; strong and growing membership base.</td>
</tr>
<tr>
<td>Chapter Members</td>
<td>Shared vision and passion for financial planning; competent, ethical members making an impact on our profession and community.</td>
<td>Professional and practice development.</td>
</tr>
<tr>
<td><strong>External Allies</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sponsors</td>
<td>Financial and professional assistance to support the members’ professional and practice development.</td>
<td>Opportunities to participate in activities to offer their services to members.</td>
</tr>
<tr>
<td>Government</td>
<td>Participation and influence in lawmaker process to protect community members and FPA professionals; promoting the practice of financial to our community.</td>
<td>Favorable exposure and public service.</td>
</tr>
<tr>
<td>Media</td>
<td>To be the trusted voice of financial planning in our community.</td>
<td>Reliable sources of information of community interest.</td>
</tr>
</tbody>
</table>
Chapter Leadership

Names of Chapter Officers who will attend FPA Leaders Conference 2012 (November 2-4)
  • Adan Diaz, (President)
  • Roxanne McGettigan, (Chapter Executive)

New Board Members:
  • Justin Castelli – Pro Bono Co-Director
  • Todd DeKruyter – Pro Bono Co-Director
  • Joseph Gaeckle-Government Relations Director

New Committees
  • Roadmap to Success

New Committee Members
  • John Guy (Programs)
  • Valerie Porter (Programs)
  • Jason Andrews (Membership)
  • Chris DeMale (Membership)
  • Sarah McGuire (Membership)
  • Samantha Romantini (Membership)
  • Michael Schiele (Membership)
Public Relations and Public Awareness

According to the American Heritage Dictionary, public relations is the art and science of establishing and promoting a favorable relationship with the public. Media relations is working proactively and reactively to position FPA as a trusted source with editors, reporters and producers.

Public awareness is working directly with the public to promote financial planning. Public awareness can take several forms, including establishing and maintaining a speakers bureau and participating (via exhibiting or speaking engagements) at public events.

Pro bono is defined as providing free financial planning advice and service to underserved and/or disaster-stricken consumer populations.

Required (check all completed activities)

☑ Promote the Value of Financial Planning: Provide a detailed description of two activities conducted in 2012 that promoted the value of financial planning to the public via media relations or public awareness efforts. Include specifics regarding dates, activity format, content, intended audience, use of media outlets, etc. The submission must include one of the following examples related to promoting the value of financial planning:

See attached documents "Coverage of Chapter In Local Media", "Partnership with The Indianapolis Symphony Orchestra", and "Pro Bono Efforts.". (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

Check all of the below activities that your chapter engaged in during the review period.

☐ Public service announcements to local media
☑ Secure coverage of chapter in local media (May include use of Financial Planning Perspective (FPP) article series, Q&A columns, money makeovers and/or event announcements.)
☐ Participate in a local public event (May include chapter’s participation as an exhibitor at a public event, public seminars conducted by the chapter or speaking opportunities directed to a consumer audience secured by the chapter)
☑ Pro bono efforts

Submission Due: August 31, 2012
Several years ago, a gentleman by the name of Steve Berta came from Akron Ohio to serve as senior editor that oversees the business section of the Indianapolis Star (the local newspaper in Indianapolis). In Ohio, Steve had worked closely with the local FPA and had a wonderful experience. Upon moving to Indianapolis, he sought out the leaders of the FPA to see how the FPA and the Indianapolis Star could work together. Liz Hoover (President) and Walt Koon (Director of PR) brainstormed with Steve and his associate and determined that they would like to run a Q&A column in the Indianapolis Star, and Liz Hoover followed through with the procedures to get that in place.

The Greater Indiana chapter currently has over 50 FPA members who participate in a weekly Q&A column in our local paper, the Indianapolis Star. This feature runs every Sunday in the business section. Although the Star has faced many changes and the column format changed in the middle of last year, the FPA of Greater Indiana takes pride in its relationship with the Star and the articles we are able to provide to the readers of the Star.

Currently, an advisor can write on a topic of his or her choosing. Jay Barclay oversees the Indianapolis Star articles and the coordination of efforts with advisors providing the articles. Jay selects 10 advisors on the rotation and asks them to submit an article for him to review. Jay sends them a list of the previous topics so they can avoid those topics so we do not duplicate subjects. Jay reviews the submissions and requests changes as needed. Each week, Jay sends in the next article for the upcoming Sunday edition. During this process, many advisors have to work through their compliance departments.

Enclosed is a sample of an email that an FPA member would receive requesting submission of an article for one of the weekly Q&A columns. Also enclosed is one sample of coverage from the Indianapolis Star.
Our Chapter has made an effort to get our name out to various news reporters as a resource and is starting to get calls asking for interviews on various topics. PR efforts are made surrounding Financial Planning Day and Money Smart Week as well.
Thank you for volunteering to contribute an article for the "Your Plan" section of the Sunday edition of the Indianapolis Star.

The format has changed. Instead of the Star giving us a questions and the FPA supplying three responses, the new format allows the advisor to write on a topic they think the readers should know about. And instead of three responses per week, there will be only one advisor featured.

For this new format we will request that the next 14 volunteers on the rotation submit a rough draft of their article. The rough draft should be complete for the most part, but would not have to have final compliance approval (if required by your compliance department). My job will be to review the 14 submissions and coordinate so we do not duplicate topics or messages. We may respond back to you to request changes or that you select a different topic. There may come a time when we find it is better to assign topics, but for now we want to see if this open approach works. We will run one article per Sunday edition for the next ten weeks.

Here is a list of the most recent topics that have run in this feature. Please select a topic that does not duplicate what you see below, however, this list may help you come up with your own ideas:

- Ben Franklin Quotes
- Anticipate Surprises: Cash for Expenses
- Same Sex Financial Issues
- Does Your Retirement Have a Plan?
- Why Use a Financial Advisor?
- Social Security
- Considering Early Retirement
- Go It Alone without An Advisor
- Year-Round Tax Planning
- LTC and Indiana Partnership
- Graduates’ Top 10 List
- How Long Will (retirement) Money Last?
- Tax Planning
- Plan What You Do in Retirement
- Women and Long-Term Care
- New Tax for Higher Earners
- Talk to Your Family About Money

The article should remain appropriate for the feature “Your Plan” as related to advice from a Certified Financial Planner TM. Please avoid simply defining financial planning concepts, but rather have your article focus on either 1) a current event or topic, 2) give advice and/or include a call to action, or 3) be opinionated.

Please submit an article on the “planning” topic of your choice no later than Wednesday November 23, 2011 by 5:00 PM.

Please Email your response to me at jbarclay@dcs-cpa.com.

Your Email should include:

- In your Email “Subject” please put: FPA Star Column and the date the submission was due.
An MS Word file attachment with your total response (including required disclosures) limited to 250 words. Word document should follow the following format:

1) Title
2) List Advisor’s name (no designations)
3) List Advisor’s company name
4) Your response to the question
5) CFP(R) statement (if applicable) "John Doe is a CERTIFIED FINANCIAL PLANNER™ professional or CFP® professional."
6) Disclosure Statement (If required by your compliance department. Limit disclosure statement to no more than 40 words. Disclosure statement is included in the total 250 word count limit)

If this is the first time you are answering a question for this feature please E-mail your photo. It should be a color photo in jpg format (heat shot, shoulders-up). If you do not have a head shot, please give me a call and I can take the photo for you. Please call as soon as possible so we can coordinate our schedules.

If you have any questions, please call me at 469-1600. And please send a reply back on this E-mail confirming that you will be able to make a submission for this column.

Thanks for your participation. The FPA of Greater Indianapolis is happy to bring this opportunity to our members.

Sincerely,

Jay B. Barclay, CFP®
Financial Advisor

DCS Wealth Advisory Services, LLC
8250 Woodfield Crossing Blvd., Suite 300
Indianapolis, IN 46240
Work (317) 469-1600
Fax (317) 469-0149
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Toll Free 1-800-887-0437
jbarclay@dcs-cpa.com www.DCSWealth.com www.dcs-cpa.com

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2012 ROADMAP TO SUCCESS
FPA OF GREATER INDIANA

PUBLIC RELATIONS AND PUBLIC AWARENESS

Partnership with The Indianapolis Symphony Orchestra

From 2012 through 2015, our chapter has committed to supporting The Indianapolis Symphony Orchestra in a manner not attempted before by any chapter.

In every printed program for four years, we have a half page message, the first being “How To Find A Planner,” the second “Our Core Values.” We believe the advertisements will have close to 100,000 impressions each year. In addition, we sponsor one concert each fiscal year, which means that FPA banners appear in the entrance way, an appropriate book mark insert is added to the printed programs, and our sponsorship is announced from the stage.

The cost of the effort is $6,200 per year, more than half covered by individual donations from 11 members.

Our hypothesis is that contributing to our community in tangible ways both “feels good,” and attracts attention to our organization.
2012 ROADMAP TO SUCCESS  
FPA OF GREATER INDIANA

PRO BONO EFFORTS

Money Smart Week Partnership Activities  
*Date:* Week of April 23, 2012  
*Location:* All 92 Counties of the State of Indiana  
*Consumers Served:* Several Thousand in all 92 Counties of the State of Indiana  
*Involved Chapter Members:* President, President Elect, the Pro Bono Director and Several Chapter Members

*Description:* Since 2006 FPA members have partnered each year in October with the Federal Reserve Bank of Chicago and over 150 partners for Indiana Money Smart Week activities including over 250 free educational activities throughout the state to inform consumers about managing their personal finances. The Annual Reports note multiple proclamations by Mayors and the Governor along activities and key partners including the State Superintendent of Public Instruction, the State Treasurer, the Secretary of State, Junior Achievement and Inquisitive Kids. In addition to the annual kick off breakfast in Indianapolis with Keynote Speakers and presentations to teacher financial literacy contest winners, the Northwest Indiana Asset Building Campaign in the Gary/Hammond/East Chicago Area has a Financial Fitness fair with multiple sessions and keynote speakers including the Federal Reserve of Chicago, the Indiana Secretary of State, the Indiana University Chancellor and the Greater Indiana FPA Pro Bono Chair. Our Money Smart Week efforts were noted in Chairman Ben Bernanke’s speech at the JumpStart Coalition for Personal Financial Literacy and Federal Reserve Bank Joint News Conference.

National Academy of Finance Scholarship Award  
*Date:* March 14, 2012  
*Location:* University of Indianapolis – Indianapolis, IN  
*Consumers Served:*  
*Involved Chapter Members:* Pro Bono Director, Chapter President and Chapter Members

*Description:* The Financial Planning Association of Greater Indiana awarded a $1,000 Scholarship in support of the 2011 Central Indiana Academy of Finance Student Conference held at the University of Indianapolis on March 14th, 2012. The Regional Academy of Finance, of which the FPA of Greater Indiana Pro Bono Chair is a board member, conducts an annual AOF Student Conference for over 300 students from 12 schools throughout Indiana. This conference attracts the best of the best students pursuing a special accreditation emphasizing financial literacy.
**Partnership with the Indiana JumpStart Coalition**

*Date:* Ongoing plus a teacher recognition award at the MoneySmart Week Kickoff  
*Location:* The entire State of Indiana  
*Consumers Served:* All students, teachers and State Educators.  
*Involved Chapter Members:* Pro Bono Director  

*Description:* The Pro Bono Chair is a member and serves on the Board for the Indiana JumpStart Coalition. This group, in partnership with the Indiana CPA Society, Indiana Department of Education and multiple other partners is serving as a link for teachers in the State of Indiana to share best practices in teaching the recently passed law requiring Financial Literacy Courses as part of the Indiana School Curriculums. They have designed a website and are using social media venues. The Indiana Chapter also recognizes an outstanding Indiana Financial Literacy teacher at the October Money Smart Week kickoff. The winner was selected from a group of over 60 teachers nominated throughout the state. The winner received a trophy and certificate from the coalition and the FPA of Greater Indiana. Over 150 MoneySmart Week partners were in attendance at the presentation.

**Supporting the Foundation for Financial Planning Partnership with the Boys and Girls Clubs with Indiana Activities**

*Date:* March 14, 2012  
*Location:* Boys and Girls Club of Indianapolis  
*Consumers Served:* National Teen Coordinator, Indianapolis Director and 30 plus clients.  
*Involved Chapter Members:* Pro Bono Chair and Three CPFs  

*Description:* The National Boys and Girls Club of America Club Director in partnership with the Foundation for Financial Planning requested we conduct a presentation to clients of the Boys and Girls Club of Indianapolis. We used a hybrid version of the Financial Planning Fire Drill and Navigating Financial Waters.

**Beta Alpha Psi Regional Meeting**

*Date:* April 2, 2011  
*Location:* Beta Alpha Psi Regional Meeting at the Indianapolis JW Marriott  
*Consumers Served:* Over 300 from 5 states  
*Involved Chapter Members:* Pro Bono Chair  

*Description:* The Pro Bono Chair was invited via our partnership with the Indiana CPA Society partnership to present “what entry level professionals need to know” at the Beta Alpha Psi Regional meeting in Indianapolis on April 1st and 2nd. The invitation from the Becker CPA regional contact noted that while these are very bright individuals, assume they have thought very little about financial planning. Most of them are going to find themselves making real money for the first time in their life. The group was pleased and appreciative or our information.
**Partnership with Indianapolis Homeless Resource Connect**  
*Date:* Resource Connect Fair starting in September 25, 2010 and ongoing (April 11, 2012).  
*Location:* Indiana Convention Center and Local Shopping Malls.  
*Consumers Served:* Several Hundred Homeless including Veterans and the Disabled  
*Involved Chapter Members:* Pro Bono Director and a Financial Planner  
*Description:* The City of Indianapolis together with its community partners annually sponsors a "Homeless Connect" event at the Indianapolis Convention Center. The purpose of the event is to provide necessary resources to the Indianapolis homeless community as well as those in the community who are on the verge of homelessness. The "Homeless Connect" events represents a unique partnership between many government agencies and community organizations including: the FPA of Greater Indiana, Social security Administration, Housing and Urban Development, Work One (unemployment office and job search office), Internal Revenue Service (SPEC), Indiana Attorney General's Office, Momentive Credit Counseling, Neighborhood Christian Legal Clinic, local court system (had staff on-site with computer access to assist event participants with warrants and other court-related business), local barbers and hair dressers, telephone company providing free telephone access, local banks participating in the Bank On Indy project (offers low cost no cost savings or checking accounts). Significant portions of the homeless community are veterans and persons with disabilities. The last Homeless Connect event served more than 1,000 people.

Because the need for these services are so great in the community, the City of Indianapolis began holding smaller, township-centered Resource Fairs for the same targeted population (homeless, homeless veterans, homeless or near homeless disabled, etc.) every 2-3 months throughout the city.

**Indianapolis Neighborhood Housing Project Partnership (INHP)**  
*Date:* Ongoing.  
*Location:* INHP Offices  
*Consumers Served:* Low Income Individuals in Indianapolis  
*Involved Chapter Members:* Chairman of the Board, Pro Bono Chair and Chapter Members  
*Description:* Indianapolis Neighborhood Housing Project (INHP) is a nonprofit working to increase safe, decent, affordable housing opportunities that foster healthy, viable neighborhoods. They do this by education and guiding families through the process of home ownership. Through classes, credit counseling and access to conventional mortgages or a multi-bank loan fund, INHP has supported thousands of families in becoming home owners or in repairing their own homes. The FPA of Greater Indiana works with INHP in developing their plans and in an advisory capacity. The Chapter introduced them to the software provided by the Financial Planning Foundation which they are using for their clients. This group
also received a grant from the Foundation for Financial Planning and the Greater Indiana FPA Chapter.

**Partnership with the Corporate Volunteer Council, the Central Indiana Association of Volunteer Administrators and Indiana United Way Affiliates**

*Date:* Ongoing  
*Location:*  
*Consumers Served:* Pro Bono Director  
*Involved Chapter Members:* Pro Bono Director  
*Description:* The Pro Bono Chair is a member of the Corporate Volunteer Council (CVC), the Central Indiana Association of Volunteer Administrators (CIAVA) and Indiana United Way Affiliates. These partnerships allowed him to forward critical tax updates to support FPA of Greater Indiana Financial Education and Asset Building efforts to CVC, CIAVA and United Way Affiliate members.

CVC members include: World Headquarters of Eli Lilly, Citizens Gas, Walker Information, USA Funds, Proliance Energy, Blue Cross/Blue Shield, National FFA, Roche Diagnostics, Rolls-Royce, National Office of NCAA, Principal Financial, Indianapolis Power & Light, Techpoint Foundation, Clarian Health, United Way of Central Indiana, the Governor’s Office of Faith Based Initiatives and other Indianapolis Asset Building Campaign (IABC) Partners.

CIAVA members include: the Indianapolis 500 Mile Race Festival, AARP, all area public libraries, Best Buddies, Bosma Industries for the Blind, all area Park and Recreation Centers, Central Indiana Crisis Pregnancy Centers, Riley and IU Hospitals, Children’s Bureau, Children’s Museum of Indianapolis, College Mentors, Community Health Network, all major hospitals, Conner Prairie, Damar Services, Domestic Violence Network, Eiteljorg Museum, Executive Service Corps, Girls Scouts of Indiana, Girls Incorporated, all area Chambers of Commerce, all area senior service centers, Heartland Hospice, Indiana Black Expo, Indiana Historical Society, Indiana State Museum, Indianapolis Art Center, Indianapolis Museum of Art, Indianapolis Zoo, all area Public Libraries, Indy Reads, Keep Indianapolis Beautiful, Marion County Health Dept., Marion County Mental Health, National Kidney Foundation of Indiana, Noble of Indiana, Ronald McDonald House of Indiana, RSVP, Salvation Army, School on Wheels, Second Helpings, Sigma Theta Tau International, Special Olympics of Indiana, Teachers Treasures, The Julian Center, Timmy Foundation, United Way of Central Indiana, Visiting Nurse Service, YMCA of Greater Indianapolis, Governor’s Office of Faith Based Initiatives and other IABC Partners.
Two of the criteria below must be completed to meet the requirements for this category (check all that apply)

Public Affairs Activities: FPA considers public affairs to include work with legislators, regulators and government officials. Provide a detailed description of the chapter activity that educated legislators and regulators about the value of financial planning. Please include specifics regarding dates, activity format, content, intended audience, use of media outlets, etc.

Provide a detailed description of the chapter activity that educated legislators and regulators about the value of financial planning. (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.) Qualifying activities include but are not limited to:

- Participation in a state Capitol Hill Day.
- Lobbying at the state level.
- Regulators, legislators or public officials speaking at a chapter event.
- Other (please describe): Highlight this field to enter information or a link.

Financial Planning Week: Provide a detailed description of one of the following Financial Planning Week activities. Please include specifics regarding scheduled dates, activity format, content, intended audience, use of media outlets, etc. For more information about Financial Planning Week, visit http://www.fpaforfinancialplanning.org/WhatIsFinancialPlanning/FinancialPlanningWeek, or contact Becca Vrabak at 800.322.4237, ext. 7187, or e-mail Becca Vrabac.

See attached document “Financial Planning Week.” (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

Qualifying activities include but are not limited to:

- Mayoral proclamations
- Gubernatorial proclamations
- Hotlines and/or online chats
- Public service announcements on radio, television or in print (includes coverage media of events)
- Chapter members speaking on behalf of FPA for a local organization or group
- Other (please describe): Highlight this field to enter link or information

FPA – Political Action Committee (FPA–PAC): Such as newsletter or meeting notice of activities and/or communication creating awareness of FPA–PAC.

See attached chapter newsletter - August 2012 (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)
On October 27, 2012 from 10 AM to 2:30 PM, the FPA of Greater Indiana will be putting on Financial Planning Day as part of our efforts for Financial Planning Week. The Financial Planning Day will be held at the Indiana State Fair Grounds, Purdue Extension Office. Registration for the event is free. The event is being organized as part of the National Financial Planning Days initiative in partnership with the City of Indianapolis, CFP Board, Financial Planning Association, Foundation for Financial Planning, and the US Conference of Mayors.

The Financial Planning Day is being done in conjunction with the Mayor’s office and will be posted on the Mayor’s website and twitter feed. The Mayor’s office has stated they will take the full lead on the marketing and advertising of the event. This may include a PSA done by the mayor’s wife Winnie Ballard. Our Chapter is also working with local news stations to get media coverage.

The Financial Planning Day concept is simple – financial planners will volunteer to meet one-on-one with consumers to offer personalized financial planning information on a pro bono basis. The event will also feature financial planners presenting educational workshops on key financial planning topics. Topics that will be covered throughout the day include general financial planning, income tax planning, special circumstances, estate planning, investment planning, insurance planning, retirement planning, and employee benefits.

The benefits are plentiful – providing the public with practical financial information they need and increasing recognition of the value of financial planning in the Indianapolis community. It is our goal to assist the general public with areas of financial concern, and to provide resource partners that can provide additional information and assistance.

All financial planners at the event are either CFP® professionals and/or members of the Financial Planning Association, and are highly qualified to discuss financial issues.
Additional information about the event can be found at:
www.FinancialPlanningDays.org/Indianapolis

The other event that ties in with Financial Planning is Money Smart Week. A more detailed description of this event can be found in the Pro Bono piece attached with this application on page 7 (promoting the value of financial planning).
FPA of Greater Indiana
August 2012

FPA is the community that fosters the value of financial planning, and advances the practice and profession of financial planning.

We appreciate all of our FPA sponsors and welcome our newest Corporate Sponsors:

Aflac  PIMCO

Please view the full list of our sponsors here.

Are you interested in sponsoring our FPA Chapter? Do you know someone who may benefit by being one of our sponsors? If so, email Roxanne McGettigan.

Important Upcoming Chapter Events

- August 9th - Indians Game at Victory Field - 5:30 p.m., game begins at 7:00 p.m.
- August 10th - Special CE Day at 9100 Keystone Crossing - 8:15 a.m. - 11:35 a.m.
- September 11th - Lunch & Learn, Le Peep (across from Fashion Mall), 11:30 a.m. - 1:00 p.m.
- September 21st - Quarterly Meeting, Barnes & Thornburg, 8:00 a.m. - 1:05 p.m.
- October 18th - Patron Sponsored Networking Event, Chef JJ's Backyard, 5:30 - 8:00 p.m.
- November 16th - Quarterly Meeting, Barnes & Thornburg, 8:00 a.m. - 1:30 p.m.

Local Chapter Affiliation Fee Increase

Our local FPA chapter is a non-profit organization, focused on advancing the practice and profession of our members in the financial planning community. Beginning in 2013, you will notice a $15 chapter affiliation fee increase on your membership renewal invoice. The additional revenue will be used to help support our local chapter with increased event costs, community education, and scholarship opportunities. We thank you for being a member of FPA of Greater Indiana.
Financial Planning Day 2012

Mark your calendar now! The third annual Indianapolis Financial Planning Day will take place on October 27, 2012. Financial Planning Day is a collaborative event among the FPA, CFP Board, Foundation for Financial Planning and U.S. Conference of Mayors to provide free, no-strings-attached financial counseling and advice to members of our community. Click here for more information about the event. To volunteer, complete the online registration form.

CFP Exam Live Review Scholarship

Keir Educational Resources is awarding one FPA of Greater Indiana member a scholarship for a four-day live review session for the November 2012 CFP exam. The retail cost of the live review and materials, which are included, is $925. The application deadline is September 3rd. The winner will be notified September 7th. For an application and additional details, please contact Brian Wright.

FPA-PAC

Representing financial planners and issues affecting planner practices are primary objectives of the Financial Planning Association. To enhance our efforts, the FPA-PAC was created as the federally registered political action committee of FPA, the only registered PAC on Capitol Hill representing the interests of the financial planning profession. By contributing to the FPA-PAC fund, you’re helping support candidates for the United States Senate and House of Representatives - primarily incumbents, regardless of political party - who have demonstrated previous support of issues FPA believes critical to advancing the profession. Log in to the FPA website, and click here to contribute.

Accredited Investment Fiduciary® (AIF®)

The FPA of Greater Indiana, in conjunction with fi360, will be offering The Accredited Investment Fiduciary® (AIF®) designation training on Friday, October 19, 2012 in Carmel. For more information on the AIF® designation, click here. We will be sending out more details, including an exciting tuition discount for FPA members and prospects, as we get closer to the date.

Indianapolis Symphony Orchestra

The FPA of Greater Indiana's new sponsorship with the Indianapolis Symphony Orchestra includes personal benefits for FPA members:

All FPA of Greater Indiana members will receive a discount on any ISO tickets simply by mentioning FPA when ordering. Please call 317.639.4300 to purchase tickets today!

The symphony also distributes text messages, particularly for special events, often with additional discounts. Any person may join the text messaging system by texting 24025 with the message "JOIN ISO."

Indiana Public Retirement System (INPRS)

The Indiana State Teacher's Retirement Fund and Indiana Public Employee Retirement Fund have merged to form one agency, Indiana Public Retirement System (INPRS). After the final stages of the merger are complete, INPRS will be looking to again pair up with the FPA to offer another training course. If your contact information is currently listed on the INPRS website and your contact information needs to be updated, please send your updated contact information to Jessica Bokhart.
Volunteers, We Need Your Help!
FPA of Greater Indiana's Pro Bono Committee regularly receives requests for speakers and volunteers for community outreach programs throughout the state. Please contact Justin Castelli or Todd DeKruyter to add your name to the list of volunteers to participate and represent FPA at these events.

What to Win an iPad?
Register to win an iPad by bringing a potential member to one of our chapter events, or go to GrowFPA to refer a new member. Also, receive $25 off your FPA renewal when you refer a member at GrowFPA.com. Contact Adan Diaz for more information.

To learn more about these available tax breaks, read the article here

Calling All Young Members
The FPA NexGen Community is an exclusive group for 36-year-old and younger FPA members. The FREE membership allows the next generation of financial planners to exchange planning strategies and ideas. Also, it gives ample opportunity for members to network with their peers from all across the country, via online discussions and live national events. Did I mention it's FREE? Click on the logo to sign-up today.
*Look for FPA NexGen of Greater Indiana to begin soon!

Getting Social
FPA National has a new social networking site for planners, FPA Connect, and now FPA of Greater Indiana has joined the social media world! Our local chapter has a Facebook and Twitter page. Now, you will have online access to upcoming chapter events, FPA news, CFP Board articles, blog posts/articles from well respected financial planners from around the country, and more!
"Like" us on Facebook. Follow us on Twitter. It's free, easy, fun and informative.

Click on the logos to get started!

Calling All Past Presidents
Were you president of IAFP or ICFP? We would like to include you in our strategic planning discussions and honor you during our annual "Old Chair Club" dinner. Please let us know who you are by contacting Mark Cade.
The History of FPA of Greater Indiana

Our team of historians are working around the clock to research and dig up ancient artifacts from the beginning of FPA of Greater Indiana. If you have any background information, documentation, pictures, etc. from the early stages of our chapter, we would greatly appreciate your assistance. Our team has created a History tab on our local chapter’s website. This page highlights our club’s founders, but needs your help to achieve accurate completion. Please share you knowledge with Roxanne McGettigan.

Enjoy the Cinema?

Please stay tuned for your chance to attend a speak-peak viewing of a new blockbuster movie in theaters. Your invitation, exclusively for FPA of Greater Indiana members, will allow you be apart of a private viewing before the movie opens to public eyes. This invitation will arrive only a couple days before the event, so please stay tuned!

Featured Sponsor Article:
An Empowering Opportunity. Helping Your Female Clients Own Their Financial Future

For more information contact:
Robert Popovich
(317) 691-5189

Quick Links...

FPA of Greater Indiana website

National FPA website

Forward email

This email was sent to swillison@s-a-cpa.com by roxanne.mcogettigan@fpaindiana.org | Update Profile/Email Address | Instant removal with SafeUnsubscribe™ | Privacy Policy.
FPA Greater Indiana | P.O. Box 44005 | Indianapolis | IN | 46244
Member Outreach

Required (check all completed activities)

☐ Education: Provide a detailed description of all the educational opportunities you provide to your chapter members. It is not necessary that they qualify for continuing education credit(s). See attached document "Educational Opportunities" (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

☐ Chapter Communications: Provide one copy of your chapter’s newsletter (printed or electronic) or meeting notice. If meeting notices are included within the newsletter, then only submit the newsletter. See two attached newsletters (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

☐ Associated Professional Outreach: Submit a detailed description, outline and results (or anticipated results) of your chapter’s program to reach out to associated professionals. The following are some examples: See attached document "Associated Professional Outreach" (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

Check all that apply
☐ Alliances and strategic partnerships with associated professional organizations, i.e National Association of Insurance Financial Advisors (NAIFA), Society of Financial Service Professionals (SFSP), Estate Planning Council.
☐ Joint meetings and symposiums with associated professional organizations
☐ Reciprocal publication of meeting notices in newsletters and/or Web sites
☐ Offering topics of interest to associated professionals during meetings
☐ Specific networking opportunities
☐ Other (please describe): Highlight this field to enter link or information

Submission Due: August 31, 2012
Member Outreach

Educational Opportunities

**Quarterly meetings:** Each quarter, the FPA of Greater Indiana chapter holds a meeting open to members, non-members and our sponsors. The meeting typically provides four educational sessions led by speakers selected by our programs committee, along with a networking break after the second session. Our programs committee puts a lot of emphasis on making the topics applicable, informative, and interesting. Although not a necessity, consideration is taken to try and schedule sessions where those attending can obtain continuing education credits. Consideration is also primarily given to those in the financial planning profession, but also to insurance agents, attorneys, and CPAs. The agenda for the meetings is mailed to the membership, along with being placed on our chapter’s website and in the newsletter.

Following are the agendas for our meetings that have already occurred this year as they went out in the newsletter. Also listed below is the planned agenda for our final meetings of the year scheduled in September and November.

**Friday, February 17, 2012**

12:30 – 12:40 PM – Registration
12:40 – 12:50 PM – Announcements: Jessica Bokhart, Chapter President
12:50 – 1:00 PM – Sponsor Update: Lance Owens, American Funds
1:10 – 2:00 PM – “Donor-Advised Funds 101: Great Products, Great Stories” – Gina Giacone, Ice Miller LLP (approved for 1 hour CE for insurance and CFP CE)
2:00 – 2:20 PM – Break
2:20 – 3:10 PM – “How to Protect Yourself From Scams and ID Theft” – Michelle Mayer, Director of Outreach Services for the Office of the Indiana Attorney General’s office (approved for 1 hour CE for insurance and CFP CE)
3:10 – 3:20 PM – Sponsor Update: Steve Davos, John Hancock Mutual Funds
3:20 – 4:10 PM – “What Clients May Not Know About Social Security – and What it Could Cost Them” – Brian Peterson, Principal Funds, Distributor, Inc. (approved for 1 hour CE for insurance and CFP CE)
4:10 – 4:30 PM – Special Speaker on Super Bowl XLVI, Jim Lefko
Friday, May 11, 2012

8:00 – 8:30 AM – Registration
8:30 – 8:40 AM – Announcements: Jessica Bokhart, Chapter President
8:40 – 8:50 AM – Sponsor Update: Tim Hays, Jackson National Life
8:50 – 9:40 AM – “The Four Step Financial Planning Initial Client Interview Process” – Max Bolka, Comprehensive Business Consulting (approved for 1 hour CE for insurance and CFP CE)
10:00 – 10:50 AM – “The Prospects for Economic Recovery” – Dr. Matthew Will, Associate Professor of Finance at University of Indianapolis (approved for 1 hour CE for insurance and CFP CE)
10:50 AM – 11:20 AM – Networking Brunch
11:20 AM – 12:30 PM – “Coping with Market Uncertainties” – Max Bolka, Comprehensive Business Consulting (approved 1 hour CE for insurance and 1 hour CFP CE)
12:30 PM – 1:00 PM – Ken Fisher, Forbes Columnist, skyped from California

Friday, September 21, 2012

8:00 – 8:30 AM – Registration
8:30 – 8:40 AM – Announcements: Jessica Bokhart, Chapter President
8:40 – 8:50 AM – Sponsor Update: Chris DeMale, Morningstar
8:50 – 9:00 AM – Sponsor Update: Tim Bender, Bingham Greenebaum Doll
9:00 – 9:50 AM – “Turn Pennies Into Dollars – Top Ten Tax Planning Tips for 2012” – William Owen, Jr., CPA, CFP®, BGBC Partners LLP (approved 1 hour CE for insurance and 1 hour CFP CE)
10:10 AM – 11:00 AM – “The Health Care Landscape” – Professor William Evans, Department of Economics, University of Notre Dame (approved 1 hour CE for insurance and 1 hour CFP CE)
11:00 – 11:25 AM – Networking Brunch
12:20 AM – 1:10 PM – “Current Income Gap” – Matthew Fuchs, CIMA, Cole Real Estate Investments (approved 1 hour CE for insurance and 1 hour CFP CE)
Friday, November 16, 2012

8:00 – 8:30AM – Registration
8:30 – 8:40 AM – Announcements: Jessica Bokhart, Chapter President
8:40 – 8:50 AM – Sponsor update: TBD
8:50 – 9:40 AM – “Ethics in Action” – Daniel Candura (approved 1 hour CE for insurance and 1 hour CFP CE)
9:40 – 9:50 AM – Break
9:50 – 10:40 AM – “Ethics in Action” – Daniel Candura (approved 1 hour CE for insurance and 1 hour CFP CE)
10:40 AM – 10:50 AM – Sponsor Update: TBD
10:50 – 11:20 AM – Networking Brunch
11:20 AM – 12:10 PM – “Bringing Your Skills to the Nonprofit Sector” – Brian Orander (pending 1 hour CE for insurance and 1 hour CFP CE)
12:10 – 1:00 PM – “Setting Up a Living Trust: Step By Step” – Rick Randall (pending 1 hour CE for insurance and 1 hour CFP CE)

Lunch and Learn: In 2011, our Chapter began offering lunch and learns. Participants are expected to bring their lunch/buy their lunch if lunch is not sponsored and each lunch and learn is anticipated to last around 2 hours. See attached invitations.

The first educational lunch and learn occurred on April 27, 2012 from 11:00 am to 1:00 pm. The topic was “Personal Branding / Web Marketing.” The Presenter was Chris DeMale, CFA, Sales Consultant, Morningstar, Inc. There was a welcome provided from Jessica Krohn, American Funds. Morningstar sponsored the lunch. The lunch and learn had 22 attendees.

The next lunch and learn will occur on September 11, 2012. The topic will be “Protecting Your Legacy.” This session will be presented by Jan Byars, PhD and will provide 1 hour of insurance and CFP CE.

CE Day: Started in 2009, our chapter puts together a “CE Day” for our Chapter members. In 2012, our CE Day was held on August 10th, 2012. Intended to be an extra way to pick up CE credit, the day consisted of three educational sessions as follows:

The FPA of Greater Indiana
is having a special
"CE Day" for our Chapter members
on Friday, August 10th
This will be a great way to pick up extra CE credit!

Program will be held at 9100 Keystone Crossing, Indianapolis, IN 46240

RESERVE TODAY - LIMITED SEATING!

Registration Begins at 8:15 a.m.

8:45 – 9:35 a.m.:
Rob MacPherson & Mark Robbins, CICF
approved 1 hr. Insurance & CFP CE

9:45 – 10:35 a.m.:
How Annuities Can Help Address Retirement Issues
Bob Popovich, American Legacy
approved 1 hr. Insurance & CFP CE

10:45 – 11:35 a.m.:
What Were They Thinking, Behavioral Finance
Steve Davis, John Hancock Mutual Funds
approved for 1 hr. Insurance & CFP CE

Please RSVP to 844-6268 by August 6th

The program was held at the FPA office and had 31 attendees. A flyer was circulated to all members about the day.

CFP® Study Group: Ten weeks prior to each CFP® exam date, we offer a weekly study group made up of FPA members who are planning to take the CFP® exam. During the study group, we read practice questions and cases aloud and discuss the answers as a group. Each week a different area of the test is covered. The location of the study group varies depending on the location of the attendees. Typically the group meets in the conference room at someone’s office immediately after the work day is complete. The program during 2012 was offered for the March exam and will be offered for the November exam.
YOU’RE INVITED!
TO A SPECIAL EVENT
LUNCH AND LEARN

Join us!

FPA Quarterly Meeting
Date: May 11, 2012
Time: 8:00 a.m. - 1:00 p.m.
Location: Barnes & Thornburg, 11 S. Meridian Street, Downtown Indy

Max Bolka,
Comprehensive Business Consulting
"The Four Step Financial Planning Initial Client Interview Process"

Dr. Matthew Will,
Associate Professor of Finance, University of Indianapolis
"The Prospects for Economic Recovery"

LUNCH AND LEARN

Presented by:

Please join us on
Friday April 27, 2012
American Funds Office / Sagamore Building
12911 N. Meridian Street, Carmel, IN
(north of 126th Street and can be accessed from Pennsylvania)
for our first Lunch and Learn of 2012

Lunch will be provided courtesy of Morningstar

11:00 a.m. - 11:30 a.m. - Registration and Lunch
11:30 a.m. - 11:45 a.m. - Welcome from Jessica Krohn, American Funds
11:45 a.m. - 1:00 p.m.
"Personal Branding / Web Marketing"
Presenter: Chris DeMale, CFA, Sales Consultant, Morningstar, Inc.
In today's financial advisory market, growing your business means providing your clients with a personalized, human touch in an environment where emails, smart-phones, and the internet make you more accessible- and more vulnerable- than ever before. Your clients and prospects are using technology to evaluate you, and by responding with your own technology, you can provide them with a key personalized touch- efficiently- to put more time and profitability into your hands. Attend this seminar to learn about how to make today's technology work for your practice.

Chris has nine years experience consulting the Financial Advisor community and two with Morningstar developing customized business management solutions for advisors. Prior to joining Morningstar he consulted for John Hancock, Calamos, and Deutsche Bank. Chris completed his Bachelors and Masters degrees at Vanderbilt and DePaul respectively, and is a CFA Charterholder. Chris would like you to know this: "My commitment to you, and each person I work with, is to respect your time and investment in the profitability and efficiency of your business. On the personal side, I am born and raised a Midwestern native, where I currently represent Morningstar Office to independent financial firms like yours. I live in the Chicago suburbs with my wife, three daughters, and my dog, Oscar. I look forward to working with you as an invested partner in the success of your business."

\textbf{Space is limited - so please register online here}

\textbf{Questions? Call 317-373-1355}

\textbf{SPECIAL THANKS TO OUR 2012 SPONSORS:}

Special thanks to our 2012 Sponsors:

\textbf{Patron:}\ Ameriprise Financial, Bingham Greenebaum Doll LLP, Central Indiana Community Foundation, Morningstar, Inc.

\textbf{Corporate:}\ American Funds, American Legacy, Barnes & Thornburg, LLP, Charles Schwab Advisor Services, Jackson National Life Insurance, John Hancock Mutual Funds, JPMorgan Asset Management, MetLife, Pacific Life Annuities & Mutual Funds

\textbf{Professional Affiliate:}\ Ash Brokerage, Cole Real Estate Investments, Goldman Sachs Asset Management, LeadSync LLC, Long Term Care Insurance Consulting & Sales, TD AMERITRADE Institutional

\textbf{REGISTER ONLINE HERE}
YOU'RE INVITED!
TO A SPECIAL EVENT
LUNCH AND LEARN

Join us!
FPA Quarterly Meeting
Date: September 21, 2012
Time: 8:00 a.m. - 1:05 p.m.
Location: Barnes & Thornburg, 11 S. Meridian Street, Downtown Indy

William R. Owen, Jr., BGBC Partners, LLP
"Turn Pennies Into Dollars - Top Ten Tax Planning Tips for 2012"

Professor William Evans, Department of Economics, University of Notre Dame
"The Health Care Landscape"

Carl Becker, Newton,

LeadSync, LLC

Please join us on
Tuesday, September 11, 2012
11:30 a.m. - 1:00 p.m.

Le Peep Restaurant
(8487 Union Chapel Road, across from the Keystone Fashion Mall)
Attendees will order and pay for their own lunch.

11:30 a.m. - 12:00 p.m. - Registration and Order Lunch
12:00 p.m. - 1:00 p.m.
"Protecting Your Legacy"
Presenter: Jan Byars, PhD
(Approved for 1 hour of insurance and CFP CE)
Succession planning is a formal process to prepare for a smooth leadership transition. Many people see succession planning as strictly a legal and financial decision. It is that, but it is also an emotion-filled transition as well. These decisions require:

- clear communication
- conflict resolution
- identification of current and future leadership needs
- assessment of current functioning
- a plan for future leaders' development

This discussion is designed to increase awareness of some of the emotional and developmental aspects of succession planning that are woven through the planning process. This awareness allows you to identify psychological aspects that may derail a perfectly constructed plan. By proactively putting a complete succession plan in place, the organization is better prepared for a successful transition and better able to protect the value of the business.

Jan is the founder and president of LeadSync, LLC. After years of study and research, she believes an organization leader's internal state is critical to leadership ability and ultimately affects the organization's success. The philosophy that Leadership is Being and then Doing drives LeadSynch's unique approach to leadership development which can be applied across all levels, organizations and industries.

Jan has a PhD in Leadership and Organizational Change from Antioch University. She received her Master of Science in Clinical Counseling from Wright State University and is a licensed professional clinical counselor. Jan received a Bachelor of Fine Arts in Visual Communications from the University of Kansas.

Space is limited - so please register online here

Questions? Call 317-373-1355

**Special thanks to our 2012 Sponsors:**

Special thanks to our 2012 Sponsors:

**Patron:**
Ameriprise Financial, Bingham Greenebaum Doll LLP, Central Indiana Community Foundation, Morningstar, Inc.

**Corporate:**
Aflac, American Funds, American Legacy, Barnes & Thornburg LLP, Charles Schwab Advisor Services, Jackson National Life Insurance, John Hancock Mutual Funds, JPMorgan Asset Management, MetLife, PIMCO
Professional Affiliate:
Ash Brokerage, Cole Real Estate Investments, Goldman Sachs Asset Management, LeadSync LLC, Long Term Care Insurance Consulting & Sales, TD AMERITRADE Institutional

Questions? 317-373-1355
January 2012

February 17, 2012

FEBRUARY 17, 2012

RITZ CHARLES
12156 N. Meridian Street, Carmel

Registration Begins at 12:30 p.m.
(*Please arrive early to sign-in)

ON-LINE REGISTRATION ........ To Register CLICK HERE

Agenda

12:30 p.m. - 12:40 p.m. Registration
12:40 p.m. - 12:50 p.m. Announcements: Jessica Bokhart, Chapter President
12:50 p.m. - 1:00 p.m. Sponsor Update: Lance Owens, American Funds

Brian Petterson, Principal Funds, Distributor, Inc.

1:10 p.m. - 2:00 p.m. (Approved for 1 hr. CE for Insurance and CFP)
“What Clients May Not Know About Social Security - and What it Could Cost Them”

Your clients may be counting on the income they'll receive from Social Security. But many of them don't understand important strategies that can help them make the most of this benefit.

At this session, you'll learn:
- How Social Security decisions can impact your clients' future financial happiness
- Factors you should consider when helping your clients determine when to elect Social Security benefits
- Little-known Social Security options that have the potential to increase your clients' monthly income

**Michelle Mayer**

**2:20 p.m. - 3:10 p.m.**

(Approved for 1 hr. CE for insurance and CFP)

"How to Protect Yourself From Scams and ID Theft"

Michelle Mayer is the Director of Outreach Services for the Office of the Indiana Attorney General. She is part of the Consumer Protection Division and works to bring the services of the office directly into communities and provides forums to educate Hoosiers on protecting themselves from becoming victims of scams, fraud and identity theft. She also serves as the office’s liaison to the Indiana Triad Chapters. Michelle Mayer has a degree in Journalism and Political Science from Indiana University. She served on the staffs of U.S. Senators Richard G. Lugar, Dan Quayle and Dan Coats for more than 12 years in different areas of the office including Scheduling, Media Relations, Constituent Services, Health Care and Sr. Citizen Outreach. For the last 21 years, she has assisted her husband in overseeing the business end of his graphic design business, which mostly provides marketing support to credit unions and other smaller companies.

**Agenda continues**

**3:10 p.m. - 3:20 p.m.**

Sponsor Update: Charles Schwab Advisor Services

**Gina Giacone, Ice Miller, LLP**

**Rob MacPherson, Central Indiana Community Foundation**

**3:20 p.m. - 4:10 p.m.**

(Approved for 1 hr. CE for insurance and CFP)

"Donor-Advised Funds 101: Great Products, Great Stories"

Gina Giacone primarily focuses her practice on gift, estate and trust taxation, estate planning, estate and trust administration, and charitable giving. In that role, she regularly works with clients on a wide range of issues involving federal estate, gift and generation skipping tax planning, succession planning, preservation of wealth, and charitable planning.

Giacone also advises tax-exempt organizations, including both public charities and family foundations, regarding corporate governance and tax matters, advanced planned giving techniques, and endowment management. In addition, Giacone also works with community foundations advising them regarding complex tax issues, including those related to donor advised funds.

Rob serves as Vice President for Development with the Central Indiana Community Foundation (CICF). He directs the Foundation's asset development strategies and donor services activities. In addition to working with prospective donors to promote the ease and advantages of partnering with the community foundation to fulfill charitable wishes, Rob works closely with CICF’s current donors to keep them engaged with the Foundation's work in the community and informed on current trends in central Indiana and with charitable giving.

**Social Networking Event**

**4:10 p.m.**

Social networking event with cash bar and hors d'oeuvre's

**REGISTER TODAY**

**PLEASE PLAN TO ATTEND**

**Call: (317) 844-6268**

**Cost:** Members = FREE  
Non-Members = $75.00

Guest of a member is free the first time

**Reservation Deadline - February 13, 2012**
FPA of Greater Indiana
February 2012

FPA is the community that fosters the value of financial planning, and advances the practice and profession of financial planning.

Sponsors

We appreciate all of our FPA sponsors and would like to extend a warm welcome to our newest Corporate Sponsors: John Hancock Mutual Funds, JPMorgan Asset Management and MetLife. Please view the full list of our sponsors here.

Congratulations 2011 FPA Scholarship Winners

The FPA recently awarded three $1,000 scholarships to students pursuing a financial planning career at a local Indiana college or university. We are proud to announce the winners:

Amanda Coty, Junior at Purdue University
Alicia Brunson, Senior at IUPUI
Alex Sylvester, Senior at Marian University

2012 CFA Indianapolis Investment Forum

On Tuesday, March 27th, at the Ritz Charles, the CFA Society of Indianapolis is holding their annual investment forum. They would like to invite all FPA members to attend this one-day conference with some of the top minds in the investment community including Bob Doll of BlackRock, Mason Hawkins of Southeastern Asset Management, Micheal Mauboussin of Legg Mason, Howard Marks of Oaktree Capital Management and more. It's only $100 and two meals are included. Registration is now open!

Need Help Studying for the CFP® exam?

The March exam will be here before you know it, so study now and complain later! The study group for the March 2012 CFP® Exam will begin meeting weekly starting in January. We encourage any current FPA member who is studying for the CFP® exam to participate in this free study group, even if they are planning to take the exam later in the year. Please contact Brian Wright, CFP® with any questions and for details. Contact Brian at 317-522-5459 or by e-mail.

Indiana Pubic Retirement System (INPRS)

The Indiana State Teacher's Retirement Fund and Indiana Public Employee Retirement Fund have merged to form one agency, Indiana Public Retirement System (INPRS). After the final stages of
the merger are complete, INPRS will be looking to again pair up with the FPA to offer another training course. If your contact information is currently listed on the INPRS website and your contact information needs to be updated, please send your updated contact information to Jessica Bokhart.

### Getting Social

FPA National has a new social networking site for planners, FPA Connect, and now FPA of Greater Indiana has joined the social media world! Our local chapter has a Facebook and Twitter page. Now, you will have online access to upcoming chapter events, FPA news, CFP Board articles, blog posts/articles from well respected financial planners from around the country, and more! "Like" us on Facebook. Follow us on Twitter. It's free, easy, fun and informative.

Click on the logos to get started!

### Calling All Young Members

The FPA NexGen Community is an exclusive group for 36-year-old and younger FPA members. The FREE membership allows the next generation of financial planners to exchange planning strategies and ideas. Also, it gives ample opportunity for members to network with their peers from all across the country, via online discussions and live national events. Did I mention it's FREE? Click on the logo to sign-up today. *Look for FPA NexGen of Greater Indiana to begin soon!*

### Volunteers, We Need Your Help!

FPA of Greater Indiana’s Pro Bono Committee regularly receives requests for speakers and volunteers for community outreach programs throughout the state. Please contact David Webb to add your name to the list of volunteers to participate and represent FPA at these events.

### Calling All Past Presidents

Were you president of IAFP or ICFP? We would like to include you in our strategic planning discussions and honor you during our annual "Old Chair Club" dinner. Please let us know who you are by contacting Mark Cade.

### Featured Sponsor Article

How to Help Improve Your Referral Rate: Work with the Right Clients
For more information contact:
Walt Perry
(612) 375-8896

### Quick Links...
Member Outreach

Associated Professional Outreach

Baseball Night at Victory Field: The FPA of Greater Indiana, on August 9th, 2012, hosted an event at Indianapolis' baseball field. For the first 1 ½ hours members, guests, sponsors and family were invited to a picnic before heading to their seats for the evening game.

Evening at the Symphony: The FPA of Greater Indiana hosted an evening at the Symphony on the Prairie on July 4th, 2012. VIP tables were reserved at this outdoor concert so that members, sponsors and guests could network while enjoying the music. There was also a sponsorship table at the entrance, with generic financial planning materials provided.

Patron Sponsored Event: For the fifth year, the FPA of Greater Indiana will hold a networking event put on by our four patron sponsors. This event is for members and associated professionals. The FPA of Greater Indiana is finalizing the details of this event and anticipating 55-65 attendees, like prior years. The event will be held on October 18th, 2012.

Bar Association Mixer: The FPA of Greater Indiana will host a cocktail and networking reception at a downtown location (TBD) on November 13th. The cocktail and networking reception will include the Tax and Estate Sections of the Indianapolis Bar Association and the FPA of Greater Indiana.

Quarterly Meetings: The FPA of Greater Indiana Programs Committee works diligently to make its quarterly meeting agenda applicable to industry professionals, including attorneys, financial planners, CPAs, and insurance agents. Often, continuing education opportunities are available to multiple types of professionals. As an incentive to encourage members to bring guests that are many times affiliated professionals, a guest of a member is free for the first time. The Board is expected at meetings to make guests feel welcome and promote membership in our chapter. See the information provided in the Education section of this Roadmap application for detailed agendas of our quarterly meetings held thus far in 2012.
CE Day: The FPA of Greater Indiana, in giving more opportunities to our members for continuing education, offers four diverse programs in a special CE Day in August. This year it was August 10, 2012. The Chapter Sponsors, on a first come first serve basis, are the exclusive presenters, thus giving them another opportunity to be in front of the membership.

FPA Member-Get-A-Member National Campaign: The FPA of Greater Indiana promoted the 2011 – 2012 MGAM campaign. Our chapter leadership encourages members to refer new members to the FPA aligning with FPA National’s goals for our members of expanding their network, growing the profession, enjoying recognition among peers, and making a positive impact at the chapter level. Members were asked to participate by providing contact information of co-workers, partners, and/or financial service professionals whom they felt would benefit from membership in the FPA. The FPA Membership Drive was designed to incent members to add information for 5 prospective members on the growfpa.com website.

FPA Associated Professional Membership: The FPA of Greater Indiana promotes the Associated Professional Membership on its website, as well as posting its membership benefits. One of the membership benefits includes “Representation by an active Board of Directors that is working across industry lines with other related professional groups (The Indiana CPA Society, The Estate Planning Council of Indianapolis, The Indianapolis Bar Association, and IAIFA).
**Member Outreach**

**Additional membership outreach:** *One of the criteria below must be completed to meet the requirements for this category*

- **Professional Development:** Submit a detailed description, outline and results (or anticipated results) of your chapter's program for professional development. The following are some examples: Submit a detailed description, outline and results (or anticipated results) of your chapter’s program for professional development. *(If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)*

  - Check all that apply:
    - Mentoring and/or internship programs
    - Relationship with faculty and student group of local colleges/universities offering financial planning degree programs or CFP® certification programs
    - Job posting programs
    - CFP® certification exam study groups or other study groups

- **Scholarship Program(s):** Submit detailed description of your chapter’s implementation of/or development plan for offering some type of local scholarship program, i.e. CFP® Certificate Scholarship or other chapter scholarship programs. *(If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)*

- **Chapter Member Recognition:** Awards, honors, etc., designed to recognize local chapter members. Examples include recognizing membership anniversaries and the chapter giving local Heart of Financial Planning Awards. *(If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)*

Submit your entries by August 31, 2012.
Scholarship Program
The Financial Planning Association of Greater Indiana is pleased to be awarding a scholarship to a student for the fifth year (inaugural program in 2008). The scholarship will be for $1,000 and will be awarded to a student pursuing a career in financial planning at a college or university in Indiana. The scholarship will be awarded for the 2012-2013 school year. One-$1,000 scholarship will be awarded. In order to be eligible for this scholarship, an applicant must:

- Be enrolled as a full time student at a College or University in Indiana
- Hold a minimum 3.0 GPA or better (based upon a 4.0 scale)
- Demonstrate leadership in their academic and extracurricular activities

The entry deadline for the scholarship is Friday, October 12, 2012. During the week of August 27, 2012 faculty advisors will be notified of the 2012 scholarship opportunity. Universities included in the notification process are: Purdue University, Ball State University, Butler University, Indiana University Purdue University – Indianapolis (IUPUI), University of Indianapolis, Marian University and Indiana State University. Requirements for submission for the scholarship include a completed scholarship application, a copy of a college transcript, and a letter of recommendation. The complete submission of the application goes to Elizabeth Braden, CFP®, Director of Student Development.

Upon receipt of all applications, the applicants will be pooled together and reviewed by a committee including the FPA President and other selected members. The winner will be chosen based upon their academic achievements, work experience, extracurricular activities, community involvement, and their desire to pursue a career in financial planning. The scholarship will be awarded on Friday, November 16, 2012.

2008 was the first year for this scholarship program, and there were 26 applicants. 2009 was the second year for this scholarship program and there were 24 applicants. 2010 was the third year for this scholarship program and there were 17 applicants. 2011 was the fourth year for this scholarship program and there were 6 applicants.

The 2011 recipients are as follows:
Alex Sylvestre, Senior at Marian University
Amanda Coty, Junior at Purdue University
Alicia Brunson, Junior at Indiana University Purdue University-Indianapolis (IUPUI)

Included with this summary is the application used for this program by the Financial Planning Association of Greater Indiana.
Financial Planning Association of Greater Indiana

Student Scholarship

The Financial Planning Association of Greater Indiana is pleased to announce one $1,000 scholarship to be awarded to a student pursuing a career in Financial Planning at a College or University in Indiana. The scholarship will be awarded for the 2012-2013 school year. In order to be eligible for this scholarship, an applicant must:

- Be enrolled as a full time student at a College or University in Indiana
- Hold a minimum 3.0 GPA or better (based upon a 4.0 scale)
- Demonstrate leadership in their academic and extracurricular activities

Entry deadline is: Friday, October 12, 2012
Scholarships will be awarded on November 16, 2012

Please Submit:
- Completed Scholarship Application
- Copy of your college transcript
- A letter of recommendation

Submit completed application to:

Elizabeth Braden, CFP®
Director of Student Development
Worley Erhart-Graves Financial Advisors
3500 DePauw Boulevard, Suite 1035
Indianapolis, IN 46268
Phone: 317-872-5090
Date of Application: ________________

NAME: _________________________________________________________________

First     Middle     Last

ADDRESS

________________________________________________________________________
Number & Street     City     State     Zip

Permanent Telephone#: __________________________

E-Mail Address: ________________________________

Date of Birth: ____________________________

College/University________________________________________________________

Year in College:   Freshman    Sophomore    Junior    Senior

Grade Point Average (please identify scale this is based upon): (Attach copy of transcript)
# Extracurricular Activities

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What have you accomplished in these activities that you think is important:

_______________________________________________________________________________

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Give one example where you have fulfilled a role of leadership or responsibility:

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# Work Experience

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Briefly describe your educational ambitions and your career goals (Approx. 500 words)

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Member Recruitment and Retention

Required (check all completed activities)

☒ Membership Recruitment: Submit a detailed description and outline of your chapter’s membership recruitment campaigns. The following are some examples of tactics that might be part of your plan:

See attached Membership Committee Plan for 2012 (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

Check all that apply
☒ Member-Get-A-Member campaign
☒ Using materials from the national office for recruitment campaigns
☒ Membership promotion to nonmember financial planning professionals
☒ Membership promotion to associated professionals
☒ Co-marketing efforts with associated professional
☐ Contacting members one-on-one
☐ Membership outreach program to associated professionals

☒ Membership Retention: Submit a detailed description and outline of your chapter’s membership retention campaign. The following are some examples of tactics that might be part of your plan:

See attached Membership Committee Plan for 2012 (If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)

Check all that apply
☐ FPA national retention pieces at meetings
☐ Phone follow-up with members who are due to renew
☒ New member program, including welcome, orientation, etc.
☐ Contacting members one-on-one
☐ Member benefit updates

Submission Due: August 31, 2012
2012 Roadmap to Success

Member Recruitment and Retention

**Required** *(check all completed activities)*

- **Outreach to Nonmember Financial Planning Students and Educational Intuitions:** Submit a detailed description of your chapter’s outreach efforts to recruit nonmember students in a financial planning program and to Education Intuitions that offer a financial planning degree program within your chapter’s geographic area. The following are some examples of tactics that might be part of your plan: See attached Membership Committee Plan for 2012. Also see attached document “Student Day With The FPA.” *(If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)*

  - Check all that apply
  - Establishing or maintaining relationships with local colleges/universities that offer a financial planning degree programs.
  - Efforts to recruit nonmember students in a financial planning program.
  - Create FPA sanctioned student chapter or work with an officially sanctioned FPA student chapter. *(For information about starting a FPA sanctioned student chapter visit [http://www.fpanet.org/professionals/Connect/Chapters/ChapterOfficerResources/StudentResources/](http://www.fpanet.org/professionals/Connect/Chapters/ChapterOfficerResources/StudentResources/) or contact at 800.322.4237, ext., or e-mail Sara Reynolds)*
  - Other (please describe): Highlight this field to enter information

- **Membership Development Committee:** Provide a membership development committee job description and strategic plan of work. We suggest using this plan of work to include activities listed above in the Membership Recruitment and Retention section. At a minimum, you must outline strategies, tactics, responsibilities, goals and results. A tactic might be to coordinate a new member orientation program, which includes a new member breakfast or luncheon, welcome letter, follow up plan, etc. *Submission must include a detailed plan of work and a list of participating committee member names.*

  - See attached Committee Plan for 2012 *(If you are sending the document(s) to national by e-mail or mail be sure to indicate the name of the document in the above field and label the document clearly with the RTS requirement(s) that the document fulfills.)*
Member Recruitment and Retention

Required (check all completed activities)

☒ Membership Growth and Retention:
Please provide a description of your chapter's membership goals and results:

*Note, while the Task Force stresses the importance of reaching goals, meeting the goals is **not** required. Creating and executing a comprehensive plan are the emphasis in this category.*

**Membership Growth**
Goal: See attached Membership Committee Plan for 2012
Results: See attached Membership Committee Plan for 2012

**Membership Retention**
Goal: See attached Membership Committee Plan for 2012
Results: See attached Membership Committee Plan for 2012

Exceptions, Appeals, Special Circumstances, Comments

Not Required

If applicable, submit a detailed narrative of your chapter's request for exception, appeal, special circumstance or comments. The narrative must include an explanation of why you feel your chapter should be considered for an exception or has had special circumstances that should be addressed. The narrative must be submitted on this page in legible writing. Provide a contact name and number in case the task force needs clarification.

Contact Name: Highlight this field to enter name.
Contact E-mail: Highlight this field to enter e-mail.

Please indicate: Exception/ Appeal /Special Circumstance Comment
Highlight this field to enter. **Please note: this field is restricted to 1500 characters (about 250 words in length.)**
Membership Committee
Plan for 2012

Membership Growth & Retention
1. Increase Membership from 350 to 400 members

Membership Recruitment
1. Membership Drive
2. Member-get-a-member Campaign
3. Members involvement in encouraging FPA membership
4. Outreach to College Students and Prospective CFP Certificants

Membership Retention
1. Quarterly Chapter meetings
2. Special events
3. New member breakfast
4. New Member introductions at Chapter meetings
3. Longevity recognition at Chapter meetings

Membership Committee
1. Identify Successor
2. Recruit new committee members
3. Assign Specific duties to committee members

Membership Committee Members
Chair Adan H. Diaz
Member Sarah McGuire
Member Jason Andrews
Member Samantha Romantini
Member Michael Schiele
Member Chris DeMale
Staff Roxanne McGettigan
Membership Growth & Retention

Our goal is to increase our membership to 400 members by end of year 2012. We started the year with 350 members and our goal is to retain these members and recruit 50 new members to our chapter.

Membership Recruitment

In an effort to increase our membership by 50 new members in 2012 we implemented a membership drive to incent all our members to get involved in the process. The membership drive provides an opportunity for members to win an iPad by helping our Chapter recruit more members. PIMCO funds agreed to be our sponsor and provided more than enough sponsorship revenue to cover the cost of the iPad.

*Bring a Guest Program:* members were asked to invite co-workers, partners, and/or financial service professionals to attend a quarterly chapter meeting and/or special member events. The FPA Chapter Membership Drive was designed to incent members to bring guests to our Chapter meeting and Special Member Events.

*Member-get-a member National Campaign:* Members were asked to participate in the National member-get-a-member campaign by providing contact information of co-workers, partners, and/or financial service professionals whom they felt would benefit from membership in the FPA. The FPA Membership Drive was designed to incent members to add information for 5 or prospective members on the growfpa.com website.

*Members involvement in encouraging FPA membership:* The FPA membership drive was designed to encourage members to get involved in the process of contacting and staying in touch with prospective members to encourage them to join the FPA.

*Outreach to College Students and Prospective CFP Certificants:* Students who are in a CFP program in college (Purdue University, Butler, IUPUI, University of Indianapolis, Ball State) are invited to attend our quarterly meetings. They are introduced during the morning welcome. We are also working with Indiana State University to develop a CFP-certified financial planning program. Members and staff of their existing program attend meetings and participate in chapter events.
FPA Chapter Membership Drive 2012

Win a New Apple iPad

Who is Eligible to win?

✓ FPA members
✓ FPA Sponsors
✓ FPA Board members
✓ FPA membership committee members
😊 Everyone, except Adan Diaz

How to Enter

✓ Bring a guest to one of our Quarterly Meetings - 1 entry
  o February 17, May 11, September 21, November 16
✓ Bring a guest to one of our Special Events - 1 entry
  o ISO Event
  o Joint event with Estate Planning Council, CPA Society
  o Networking event with Sponsors
✓ Add 5 prospective members to www.growfpa.com - 1 entry
✓ One of your guests or referrals joins the FPA - 2 entries!!

How to complete an Entry

✓ Complete an entry at the FPA meeting or event attended.
✓ Email information to Adan Diaz if you are not at the event with your guest and/or your guest/referral joins the FPA.
  o Your name
  o The name of your guest
  o Date of the FPA meeting or Event attended (if applicable)
  o FPA event type - Quarterly meeting, Special event, etc. (if applicable)
  o Date your guest or referral joined the FPA (if applicable)

When will we draw for the winner?

😊 The winning entry will be picked at our last Quarterly Chapter meeting of the year in November.

FPA Chapter Membership Drive Sponsor: PIMCO Funds

Adan Diaz
adiaz@gbdfinancial.com
317-846-9702
FPA Member-Get-A-Member Program

Help colleagues find the keys to success. Participate in FPA’s Member-Get-A-Member Program!

Thank you for helping advance the financial planning profession.

About the Member-Get-A-Member Program:
- You will receive $250 in Gift Certificate for each new member you refer.
- Your referral will receive $250 in Gift Certificate for each new member you refer.
- Maximum of $250 per new member.
- 1 referral per member

The more referrals you make, the more you will see. Help your colleagues in FPA.

Serve the community. Grow the profession. Grow FPA.

Please complete the following information about you:

Member First Name
Member Last Name
Custom Email

Please complete the following information about your referral:

Referral First Name
Referral Last Name
Referral Email

Complete the following information about your referral:

Referral First Name
Referral Last Name
Referral Email

This Financial Planning Association is the source of information, the voice for professional interest, and the standard for ethical conduct. Membership is open to anyone who accepts the FPA Code of Ethics and the FPA Principles. Members may elect to apply for the CFP® designation. The CFP® designation is available to anyone who meets certain educational, examination, experience and ethical requirements. 

750 B Madison Ave. Suite 600 Denver, CO 80206 Phone: 303-325-4200 • 866-759-4800 International • Fax: 303-794-2526
Membership Retention:

Quarterly Meetings: The past presidents greet the members as they arrive at the quarterly meetings; ribbons are attached to name badges that distinguish attendees as new members, Board members, or sponsors. During the morning welcome, the Board, guests, new members, and sponsors are introduced.

Special Events: Members are invited to several special events throughout the year for an opportunity to spend time and network with fellow FPA members and other professionals.

New Member Breakfasts: Our Chapter hosts a new member breakfast once a year to engage our new members and review benefits of their national and chapter FPA membership. The current Board members and sponsors are also invited to this breakfast.

New Member recognition at Chapter meetings: New members are introduced and recognized at each of our Chapter meetings.

Longevity recognition at Chapter meetings: At each Chapter meeting, recognition is given to members that have reached certain membership milestones (i.e. 25-29 years of FPA membership)
# New Members

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<thead>
<tr>
<th>Name</th>
<th>Designations</th>
<th>Company Name</th>
<th>City</th>
<th>State</th>
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<th>Years</th>
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<td>Allison Westropp</td>
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<td>Fort Wayne IN</td>
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<td>Rudy Saldivar</td>
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<td>Mark VandeVelde</td>
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<td>Scott Marcum</td>
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<td>Barbara A. Ellis</td>
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<td>Andrew Landgraff</td>
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<td>James Blackoff</td>
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<td>Reno</td>
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<td>Rhoda Israelov</td>
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<td>Michael Shirk</td>
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<td>Michael Skeban</td>
<td>CPA PFS</td>
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<td>Cleo Holder</td>
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<td>Frederick Lamble</td>
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<td>Linda Zimmerman</td>
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<td>James C. Brocke, CFP®, LLC</td>
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<td>Richard Graham</td>
<td>CFP®</td>
<td>Eley-Graham Advisory Corporation</td>
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<td>Channing Mitzell</td>
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<td>Charles Skinner</td>
<td>CFP®, CHBC, EA, AIF</td>
<td>Summit CPA Group</td>
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<td>Tom Ward</td>
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<td>Kenneth Keber</td>
<td>CPA, JD</td>
<td>Crowe Horwath, LLP</td>
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<td>Daniel Brunette</td>
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Membership Committee

Identify Committee Chair Successor: The Chair of the membership committee is always evaluating and looking for committee members that show the interest and potential to become the next Chair of the committee. It is the Chair's responsibility, with the help of the Board, to find a successor.

Recruit new committee members: The Membership Chair, Committee members, and members of the Board of directors are encouraged to recruit new members to the membership committee through personal contacts with members as well as through networking and announcements at Chapter meetings and other FPA events. New members are also encouraged to get involved with the committee.

Assign Specific duties to committee members: All members of the committee are assigned duties and responsibilities for meetings, events and projects throughout the year.

Membership Committee Members
Chair         Adan H. Diaz  
Member       Sarah McGuire  
Member       Jason Andrews  
Member       Samantha Romantini  
Member       Michael Schiele  
Member       Chris DeMale  
Staff        Roxanne McGettigan
Student Development

Student Day with the FPA

The Indiana Secretary of State Securities Division has partnered with FPA of Greater Indiana to provide an opportunity for college students to learn more about the financial planning industry. An event called “Student Day with the FPA” was held on Tuesday, November 15, 2011.

Students interested in learning more about the field were matched with a financial planning professional from the FPA of Greater Indiana community to spend a few hours learning about the planner’s specific practice and more about the breadth of the planning profession. Following one-on-one time with the planner, a networking luncheon with all students and planners was held. The luncheon with speaker’s panel and keynote speaker was held at the University of Indianapolis.

The speaker’s panel was made up of an expert in each of the following subjects: tax planning, estate planning, retirement planning, investment planning, and insurance planning. We called upon the membership of the FPA of Greater Indiana for volunteers in each of the topics to act as one of the five experts. At the luncheon, students were able to ask questions and have the answer of an expert in that field of the financial planning profession.

They keynote speaker was the Securities Commissioner of Indiana, Chris Naylor.

The first year for this event we had 23 students participate representing the following universities: Taylor University, Indiana University Purdue University – Indianapolis (IUPUI), Wabash College, Purdue University, Manchester College, Huntington College, and Indiana University Purdue University – Fort Wayne.

Every effort was made to attempt to pair the student’s field of interest (insurance, tax, retirement, etc.) with a planner that specializes in that area for the one-on-one job shadow portion of the day. The student and planners were notified of their pairing and were responsible for scheduling the job shadow time together. We provided both the student and planner with suggested topics of discussion to help ensure this time was spent wisely.

The FPA of Greater Indiana and the Indiana Secretary of State Securities Division are currently working together to plan Student Day with the FPA again this year to be held on Friday, November 9, 2012.
Student Day with the Financial Planning Association (FPA) of Greater Indiana
Event Information

The Indiana Secretary of State Securities Division has partnered with FPA of Greater Indiana to provide an opportunity for college students to learn more about the financial planning industry. We are proud to announce Student Day with the FPA of Greater Indiana on Tuesday, November 15, 2011.

Students interested in learning more about the field will be matched with a financial planning professional from the greater Indiana community to spend a few hours learning about the planners’ specific practice and more about the breadth of the planning profession. Following one-on-one time with the planner, a networking luncheon with a speaker panel will be held at the University of Indianapolis.

Event Day Schedule
8 a.m.-11 a.m.: Job Shadow (Exact time and location to be determined by student and planner)
11:30 a.m.-12:30 p.m.: Networking luncheon at Schwitzer Student Center-University of Indianapolis (Cost of luncheon is $19)
12:15 p.m.-1:15 p.m.: Chris Naylor, Indiana Securities Commissioner
             Valerie Porter, 2011 FPA Greater Indiana President
             Panel/Question and Answer session

Registration deadline is November 1, 2011.

Prior to the event, the planner will contact the student to discuss details on the job shadow portion of the day. Also prior to the event, a list of suggested discussion topics and additional luncheon information will be sent via email to the planners.
Student Day with the Financial Planning Association (FPA) of Greater Indiana
Financial Planner Registration Form

We are trying to match students and planners based on specific areas of interest (investing, estate planning, etc.) In an effort to best match students and planners, please complete the following form and indicate your specialization area of the financial planning process.

a. INSURANCE PLANNING AND RISK MANAGEMENT
b. INVESTMENT PLANNING
c. INCOME TAX PLANNING
d. ESTATE PLANNING
e. RETIREMENT PLANNING

If you are interested in participating in the Shadow Day program, please complete the following:

Name: ___________________________________
E-mail: ___________________________________
Phone: ___________________________________
City: _____________________________________
Company Name: ___________________________
Area preference (pick 2 from the list above): 1. _______________________________
                                           2. _______________________________

Check one:
_____ Job Shadow and Luncheon ($19)
_____ Luncheon Only ($19)

Are you willing/able to host more than one student? If yes, how many additional students? _____

Registration deadline is November 1, 2011.

Send completed registration form and luncheon payment (make check payable to FPA) to:
Elizabeth Braden
FPA Director of Student Relations
Worley Erhart-Graves Financial Advisors
3500 DePauw Boulevard, Suite 1035
Indianapolis, IN 46268
Phone: 317-872-5090
Email: Elizabeth@wefinancialadvisors.com
The purpose of the Outstanding Achievement Award (OAA) is to recognize and reward those chapters who have taken the initiative to better serve not only the members of their chapters but also the public in general. Innovation, chapter involvement, results and application to other chapters are key criteria. The Task Force is looking for both process improvements as well as “game changers” to award and recognize.

Outstanding Achievement Award submission is not required for Roadmap to Success but you must submit a completed form for consideration for an Outstanding Achievement Award. You must submit a completed application for each activity you wish to have considered for an Outstanding Achievement Award. Chapters do not need to submit an OAA application in every category. Incomplete applications may not be considered.

Submit a detailed narrative of your chapter’s outstanding activities leading to extraordinary achievement in any or all of the areas below. The narrative must be less than 500 words and include no more than three substantiating attachments each; attachments be documents or videos but please ensure in reasonable format (contact Jennifer Harris at FPA if any questions). The narrative should include an explanation of why you feel your chapter’s achievement is exceptional, goals, results and supporting materials as appropriate. Describe each of the following: quantifiable goals and results, member involvement in the success of the effort, what the chapter is doing to ensure the effort will be ongoing (leaving a legacy for the future) and how the effort can be duplicated by other chapters.

In order to provide for consistent and fair judging of submissions, providing information requested above and within each application is essential. Even within an area (e.g. Membership) there is a wide array of submissions which must be evaluated and missing information limits the Task Force’s ability to fully understand and consider the respective Chapter’s achievements. Submissions that do not include requested data may be disqualified from consideration.

Chapter’s receiving an OAA will be highlighted in ceremonies at the Chapter’s Leaders Conference and chapter representatives will be requested to support the Conference agenda by participating/leading discussion in an Under the Trees period. [Further details will be provided to OAA recipient chapters].

Prior Submissions. Chapters may resubmit applications for OAAs which did not receive recognition if the effort was ongoing during the period associated with the included Roadmap to Success. Please attach the original submission (does not count against the above attachment limit) and highlight increased success and achievement over the original submission. Prior award recipient programs/activities may not be submitted for an additional award unless substantive changes in the program are being submitted.

Submission Due: August 31, 2012
Please indicate all the categories in which you are submitting application(s) for Outstanding Achievement Award(s).

A completed application is required for each activity you wish to have considered for an Outstanding Achievement Award is required. Chapters do not need to submit an OAA application in every category. You may submit for as many or as few of the following categories as you choose.

- Career Development
- Diversity
- Financial Literacy
- Financial Planning Week
- Government Relations/Advocacy
- Innovative Education
- Leadership Development
- Membership
- Partnering with Like-Minded Organizations (relationships with corporate partners and other organizations)
- Pro Bono
- Public Awareness
- Public Relations
- Student Involvement
- Technology/Web Site Development
- Other (chapter outreach, awards for outstanding service, etc.)
Outstanding Achievement Award Submission

Submission Category:  Government Relations/Advocacy

Examples of programs would be included in the Government Relations/Advocacy category include: activities that represent members' interests before federal and state regulators and lawmaking bodies to leverage a more unified voice on issues affecting financial planning and programs that assist members in advocating for their interests and the interest of the financial planning profession.

Complete all areas of the below form to submit a program/activity for an Outstanding Achievement Award. Please note that all areas of the form are required and an incomplete submission may be disqualified from consideration for an OAA.

Chapter Size: Enter your chapter size; under 250 members or 250 members and above

Name of Chapter: Enter your chapter name. Example FPA of Somewhere

Is this the first year for this submission: Yes or No If “yes”, please comply with Prior Submission Guidelines of Page 13.

Name of program/activity: Highlight this field to enter the name of the program/activity.

Provide the name, phone number, email address and board position of a contact person at the chapter who can answer questions about this effort: Highlight this field to enter the contact person's name, phone and e-mail address.

Explain why you feel your chapter’s achievement is exceptional: Highlight this field to enter why you feel your chapter’s achievement is exceptional.

Describe the programs goals and results. Goals and results should be quantifiable: Highlight this field to describe the programs goals and results.

Describe member involvement in the success of the effort (include number of board member and other member participants): Highlight this field to enter text.

Describe what the chapter is doing to ensure the effort will be ongoing (leaving a legacy for the future): Highlight this field to enter text.

Describe how this program could be duplicated by most any chapter. Please provide your lessons learned and challenges other chapters would have in duplicating: Highlight this field to enter text.
Outstanding Achievement Award Submission

Submission Category: **Diversity**

FPA seeks to raise awareness and promote an environment that embraces diverse communities – of consumers and professionals. In so doing, FPA strives to increase opportunities and access for the widest spectrum of people so that all may join, collaborate and thrive within an inclusive financial planning community. Complete Diversity Statement [http://www.fpanet.org/docs/assets/DiversityStatement.pdf](http://www.fpanet.org/docs/assets/DiversityStatement.pdf)

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**Chapter Size:** Enter your chapter size; under 250 members or 250 members and above

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**Describe how this program could be duplicated by most any chapter. Please provide your lessons learned and challenges other chapters would have in duplicating:** Highlight this field to enter text.

**Submission Due: August 31, 2012**
Outstanding Achievement Award Submission

Submission Category:  Career Development

The Financial Planning Association supports career development and the growth of the next generation of financial planners. This category includes activities that give new planners and financial planning student’s perspective on the profession and understanding of career opportunities. Activities which assist planners, in any stage of their career, in developing their career path would also be included in this category.

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Submission Due: August 31, 2012
2012 Roadmap to Success

Outstanding Achievement Award Submission

Submission Category: **Financial Literacy**

Programming and activities that promote a basic understanding of financial concepts, the importance of financial planning and the industry to the public would be included in this category.

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Submission Due: August 31, 2012
Outstanding Achievement Award Submission

Submission Category: Financial Planning Week

During Financial Planning Week, FPA strives to build public awareness of the financial planning process, enabling individuals to make prudent financial decisions to achieve their life goals and dreams. This category includes (but is not limited to) education, public events, public awareness campaigns and other activities in support of Financial Planning Week.

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Submission Due: August 31, 2012

2012 Roadmap to Success
Outstanding Achievement Award Submission

Submission Category: Innovative Education

Continuing education initiatives that target unique populations or unique methods of providing education are examples of appropriate submissions in this category.

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Outstanding Achievement Award Submission

Submission Category: Leadership Development

Activities which encourage strong leadership at a chapter level, including volunteer recruitment, developing new leaders, and succession planning would be included in this category.

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Outstanding Achievement Award Submission

Submission Category: Membership

Chapter activities that develop strong membership loyalty, recruit and retain members, and contribute to membership growth (to include inclusion of affiliated professions) would be included in this category.

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Submission Due: August 31, 2012
Outstanding Achievement Award Submission

Submission Category: **Partnering with Like-Minded Organizations**

Joint meetings and symposiums with associated professional organizations, reciprocal publication of meeting notices in newsletters and/or Web, joint networking opportunities and joint publicity or lobbying activities are examples of topics from this category.

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Submission Due: August 31, 2012
Outstanding Achievement Award Submission

Submission Category: Public Awareness

Public awareness is working directly with the public to promote financial planning. Public awareness can take several forms, including establishing and maintaining a speakers bureau and participating (via exhibiting or speaking engagements) at public events. These activities and other public awareness activities would be included in this Outstanding Achievement Award category.

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Outstanding Achievement Award Submission

Submission Category: Public Relations

Activities which establish and/or promote a positive relationship with the public would be included in this category.

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Outstanding Achievement Award Submission

Submission Category: Pro Bono

Activities and events such as providing free financial planning advice and service to underserved and/or disaster-stricken consumer populations would be included in this category.

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Outstanding Achievement Award Submission

Submission Category:  **Student Involvement**

Chapter events or programs that develop relationships with faculty and student groups of local colleges/universities offering financial planning degree programs or CFP® certification programs including mentoring and/or internship programs, developing a student chapter, job posting, CFP® certification exam study groups or other study groups are examples of submissions that would be included in this category.

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Outstanding Achievement Award Submission

**Submission Category:** Technology/Web Site Development

Innovative and unique member benefits using technology or Web sites, dedicated websites for events/activities, usage of social media would all be included in this category.

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Outstanding Achievement Award Submission

Submission Category:  Other

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