



#### Last Call! Gain Access to Long-Term Disability Insurance

FPA members are eligible to participate in a special Open Enrollment period for [Group Long-Term Disability Insurance](#), offered in partnership by FPA and Ryan Insurance Strategy Consultants. Until Feb. 21, 2020, members are guaranteed acceptance\* for LTD coverage. That means you, as an FPA member, will be accepted regardless of your medical history (no medical questions or records required). [Take advantage of these savings today!](#)

\*Not applicable if medical history has been provided to Standard Insurance Company in the past and coverage has been declined.

#### Teresa Riccobuono Joins the FPA Coaches Corner as the Client Experience Coach

Teresa Riccobuono can help you define how you want your client interactions to look and feel, developing that perfect client experience. FPA members can [access free resources and exclusive discounts](#) on additional services from Teresa.

#### Create Success for Today, Tomorrow and 2030

Change can seemingly arrive in leaps and bounds, but the truth is that the incremental changes we make today will set up our businesses for success in 2020 and lay the groundwork for relevance in 2030. We asked the eight business coaches of the [FPA Coaches Corner](#) to offer their advice on what can be done today to begin laying the groundwork for meaningful long-term innovation. Read [Action 2020: Create Business Success for Today and Tomorrow](#) and power up your business today!

#### Catch Up on CFP Board's New Code of Ethics and Standards

Designed to educate planners on CFP Board's new *Code of Ethics and Standards of Conduct* that are now in effect, this course is a don't miss for CFP® professionals. Learning objectives include how to apply the Practice Standards when providing financial planning, identify the structure and content of the revised Code and Standards, recognize situations when specific information must be provided to a client, how to act in compliance with CFP Board's fiduciary duty and how to fully disclose and manage conflicts of interest. Move through our interactive self-paced course for \$79 or join one of our upcoming, engaging live instructor-led webinars discounted for members at \$99. Earn two (2) CFP® CE credits. [Register now.](#)

#### Better Than a Box of Chocolates: FPA Retreat 2020 Early Bird Pricing Extended!

FPA Retreat has long served as an incubator for knowledge sharing, ideation and fostering of perspectives. Our #FPARetreat20 keynote speakers continue in this tradition – Austin Channing Brown and Ashton Applewhite have us looking forward to May! With this exciting speaker line up, we're pleased to announce FPA Retreat 2020 early bird pricing has been extended to Feb. 14. Join us this spring at the Hyatt Regency Lost Pines Resort for FPA Retreat 2020 to sharpen your professional knowledge, build your leadership skills and connect with your planning peers in Cedar Creek, Texas. [Register now](#) and save \$200 with early bird pricing!

#### Enrich Your Career with a Financial Planners Journey to South Africa in 2020

Financial planning is truly a global profession, so take some time in 2020 to join an adventure of a lifetime to South Africa to explore how financial planning is delivered. From Nov. 9–19, 2020, join Dan Moisand, CFP®, Nick Nicolette, CFP® and a select group of U.S. financial planners on a journey to gain a better understanding of the practice of personal financial planning and the development of the financial planning profession in South Africa, through conversation with local financial planners. And of course there will be plenty of time to explore Johannesburg, Cape Town and many of the sites that make South Africa a one-of-a-kind destination. [Learn more and register!](#)

Brought to you by...



**RYAN INSURANCE**  
STRATEGY CONSULTANTS  
"Protecting Your Financial Plans Since 1978"  
**An FPA Strategic Partner**

Since 2009, FPA has partnered with Ryan Insurance Strategy Consultants to offer FPA members an industry-leading Long Term Disability plan, and recently launched a group voluntary Term Life plan. They also consult with advisory firms in making insurance product recommendations and their network of advisers are available to help solve more complicated insurance planning issues. Learn more at [www.ryan-insurance.net](http://www.ryan-insurance.net).



# FPA Group Health Plan

## DISCOVER FPA'S MEMBER-ONLY HEALTH PLAN

FPA is proud to be one of the first to market with a national group health plan exclusively for members, their employees, and their families! Now is your chance to control costs while giving your employees plan options designed specifically for their needs.

- Level premium self-funded plans for groups of 2-50 (medical underwriting required)
- Rates approximately 25%\*\* lower than comparable Affordable Care Act (ACA) plans
- Customized group health plans with different co-pays and deductibles are accessible
- Short-term medical plans, medi-gap products and HSA plans are also available

## GETTING STARTED

Visit the [FPA Group Health Plan website](#) or call Broker Source\*\*\* at 913-333-3381 for additional information about this FPA member-only group health plan and to [GET A QUOTE](#).

If you have any questions, please reach out to FPA Member Services at 800.322.4237 option 2 or [MemberServices@OneFPA.org](mailto:MemberServices@OneFPA.org).

"We saved thousands of dollars on a plan that's almost the same as our old one. I was surprised by how easy the process was. Ryan Insurance took care of all the setup and answered my questions right away. I've already recommended them to a colleague at another firm."

—Christine Damico, Director of Human Capital



† Due to individual state regulations, plans not yet available in DE, HI, MT, NC, NH, NY, and DC.

\* National General Benefits Solutions, incorporated in 1965, focuses on providing small- and mid-sized employers with benefits options previously only available to large employers – helping employers lower costs while providing quality benefits to their employees. Rated A- (Excellent) by A.M. Best.

\*\* Potential savings based on standard level premium self-funded plan rates compared to similar ACA rated products.

\*\*\* Broker Source has been selected by Ryan Insurance Strategy Consultants to provide the administration for the FPA Group Health Plans.

