

In preparation and thought about running for re-election to the NSSTA board, I became reflective about my past four years. I am proud of the accomplishments that were achieved during my first term on the board and during my year as President of the Association. We accomplished many things; including, but not limited to: 1) the growth committee; 2) a closer relationship with the AAJ; 3) plaintiffs speaking at many of our conferences; 4) improving five state structured settlement protection acts; 5) renegotiating and improving our retainer agreement with Hogan Lovells and 6) starting all member NSSTA calls.

However, this election is not about the past, but the future. I still feel there is a ton of work to do and I hope to have the opportunity to once again serve the industry. During the upcoming term, some of my goals would be:

1. To work to ensure we are protected with any potential tax reform.
2. To continue to push the growth committee and have one of our ideas culminate in direct success. I think we are close on the Convertible Lump Sum. Separate and aside, I would like to push an old/new growth idea. We need to focus on the Next Generation to:
 - Lead the NSSTA going forward. We need to continue to find our next leaders.
 - To determine how to engage young claims adjusters. Our initial wave of adjusters that really supported our industry are retiring. We need to figure out how to engage the younger adjusters to inspire them to support structured settlements.
 - To determine how best to teach young attorneys. With a new crop of younger attorneys, we need to teach them how to utilize structured settlements even more effectively than their predecessors.
3. During my first term, I developed a working rapport with the National Association of Secondary Purchasers and its leadership. We are currently working and negotiating legislation in Ohio. I would want to work to conclude this legislation and be ready for any other state where a protection act becomes an issue.
4. During my tenure, I developed a very close relationship with Eric Vaughn and his team. During the next three years, I would want to continue to work with Eric and the Board to create a smooth and effective succession plan. We have a lot of internal work to do to ensure that we have the right long term Executive Director and Lobby Team in place.
5. Lastly, I want to continue to try to help the structured settlement industry navigate the changing landscape. During the past decade, we have become more than just structured settlement sales folks. As we continue to evolve, I want to work with the NSSTA to make sure that we progress without losing our core discipline. As an example, my firm has developed a successful trust company yet our structured settlement premium has continued to grow. I hope as an industry we can do the same thing.

I hope to have the opportunity to serve the industry again. It has been one of my most rewarding professional experiences. If re-elected, I promise to give it my all.



Michael Goodman
President