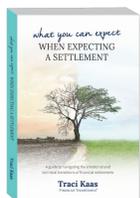




Dear NSSTA Members,

Welcome to our fourth edition of the weekly NSSTA news with bits and bytes meant to help members during these uncertain times, as we try to transition to a 'new normal' for doing business. Members are engaging here in new ways to suggest content or contribute information to share so [email us here](#).



What you can expect WHEN EXPECTING A SETTLEMENT

by Traci Kaas, CSSC, Certified Financial Transitionist®

Recommended Timely Book to Read During These Times

“I wrote this book because in our industry, we are not always afforded sufficient face time to spend educating clients about their options in how they receive their settlement. Oftentimes, they are making fear-based decisions that have life changing consequences without a resource to guide them. Highlighting the structured settlement, this book can be used by any settlement planner as a leave-behind or a tool to share with a client during the settlement process.

There are generally Four Stages of Transition for clients receiving settlements. *Anticipation* (knowing that they may have a settlement forthcoming), *Ending* (when the case has settled and the event is not reversible), *Passage* (where there are more questions than they can answer), and *New Normal*, which is where settlement planners come into play (we can help them get to their New Normal).”

Traci Kaas, President of **Kaas Settlement Consulting**, holds designations as a Certified Financial Transitionist®, a Certified Structured Settlement Consultant, and Certified Medicare Secondary Payer Professional. She is a financial advisor and life insurance licensed in all 50 states. [Click Here](#) for more details on the book.

Two Sides of COVID-19 and Workers Compensation

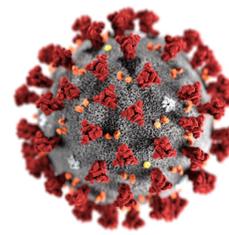


Regulators and Lawmakers Introducing Workers' Comp to COVID-19

Claims Journal Article

Sympathetic state lawmakers and regulators in states both red and blue promise to make COVID-19 a major cost driver for workers' compensation insurers. The governors of Kentucky, Arkansas, North Dakota and Florida and state regulators in Illinois, Washington, Michigan and Missouri have issued executive orders or amended rules to expand eligibility for workers' compensation.

[Read the full article here.](#)



Plaintiffs' firms Already Filing Covid-19 Cases, How to Prepare Defense Cases

CLM Article

In case you didn't know, COVID-19 claims are here. With more and more states ordering movie theaters, restaurants, bowling alleys, and other businesses to close, and more and more people testing positive, the claims are just beginning. Lawyers on both sides of the "v." are rushing to research how to assert and defend lawsuits based on a variety of theories, and for good reason.

[Read the full article here](#)



Congress Passes Fourth Coronavirus-Economic Stimulus Bill:

35 U.S. Senators and 428 Members of the House of Representatives returned to Capitol Hill this past week for the first time since March 23, to pass a \$483 billion COVID-19 economic aid and health care assistance bill - the fourth economic stimulus package.

[Click Here](#) to read the full report on the latest Coronavirus economic stimulus bill to pass Congress that includes re-funding the Paycheck Protection Program, SBA Emergency Disaster Loans, as well as funding for Healthcare Providers and Hospitals, COVID-19 Testing. And read Eric's insights about a 5th Stimulus bill in the works.

NSSTA Capitol Hill Update with NSSTA Executive Director, Eric Vaughn



Important Ways to Keep Helping

I've been writing here about marketing in the pandemic, but not this time. We have seen the superhuman stories of courage by first responders and healthcare workers, for which

'thank you's abound.' They are our first defense against COVID-19 and the need is still critical. What's really needed is money to buy PPE, testing supplies and some hospitals are actually running out of money. We can make a difference!



Thank you notes in the window of the ambulance bay entrance at University Hospital in Brooklyn, NY. source: New York Times

Many of us have already donated, but once is clearly not enough. So I thought it might be good information to provide links to responsible charities. While giving locally in your hometown is always best, here are some other resources to consider for your business or personal donations.

[CDC Foundation's Emergency Response Fund](#)

[Direct Relief](#)

[COVID-19 Relief Supplies: Health & Medical Relief List](#)

[GetUsPPE.org](#)

[Center for Disaster Philanthropy COVID-19 Response Fund](#)

THIS WEEK Free NSSTA Annuity Webinar April 30 at 1pm-5pm EDT

Valid for 4 hour(s) of CA & TX ANU CE credits. This course will demonstrate through case law and case examples the rules governing the design of annuities, as well as the sale of annuity products and the appropriate products to be sold to the senior population. Only NSSTA brings you CE credits that you need for license compliance. Sign up today!



Register for the
Webinar

Save the date: Thursday May 28. Plan to attend the NSSTA two Hours Ethics Webinar program accredited through State department of Insurances nationwide. More information to follow.

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