



Dear NSSTA Members,

Welcome to our third edition of the weekly NSSTA news that you've told us is extremely helpful to you in this new 'normal' of doing business remotely. We continue to seek out informational items, without overloading your inbox. And feel free to send us your news items to share. [Email your feedback to us.](#)



COVID-19 and the Impact of Daily Rates

by William Rothrock, CSSC Brant Hickey & Associates

The days of getting structured settlement quotes and waiting three weeks to decide ended with the onset of COVID-19! Settlement consultants fight tirelessly to help clients settle their cases using the most advantageous rates. In pursuit of the best rates, we aggressively negotiate with our life insurance company partners to meet our clients' needs. You might be used to structured settlement quotes being valid for a week. However, at the current time, to obtain the best rates the market dictates that we use daily rates. This means the quotes are only valid for 24 hours. The short time frame of one day means we need attorneys, claims professionals and injured parties to be ready to act swiftly with regard to the course of action they want to take.

The urgent nature of this message cannot be understated. A recent case saw an injured party's annual payment drop by \$10,000.00 over three days. What a devastating event. I could list many more just like it. Those of us involved in the handling of personal injury claims involving structured settlements, owe it to the injured party to work together efficiently.

[Click Here](#) to read William Rothrock's article, *COVID-19's Impact on Credit. Why Use a Structured Settlement?*

Short Good Reads for Business



Perfectionism Will Slow You Down in a Crisis Harvard Business Review

Almost overnight the game has changed for leaders. Just a short time ago, pre-coronavirus, we seemed to be in a relatively stable world where many factors were known and predictable, and achieving success looked like the pursuit of perfection. But in a crisis, when reality is changing by the day (or even by the hour), when there is no way of knowing with certainty what lies ahead or the best course of action to take, there is no time for perfection.

Perfectionism has become a liability
[Read the full article here.](#)



Is Working from Home the Future of Work? Forbes Magazine

One effect of the coronavirus pandemic has been a huge increase in the number of Americans working from home. The question is: How many of them will be able to do it when the COVID-19 crisis fades? An early-April 2020 MIT survey of workers found that 34% of those who'd been employed four weeks earlier said they're currently working from home. Combined with the roughly 15% who said they'd been working from home pre-COVID-19, that means nearly half the U.S. workforce might now be remote workers.
[Read the full article here](#)



Settle Smart NSSTA Podcast Episode #4

When an injured person settles a lawsuit for a large sum of money, it can be overwhelming. A structured settlement consultant is uniquely qualified to help protect that money and avoid the risk of the money being spent in all the wrong places. Hear this important discussion about dissipation with Greg Micoletti, Director of Structured Settlement Institutional Markets Group at American International Group, Inc., who has conducted important research you need to know about. [Click here](#) to listen OR go to the NSSTA home page to share the podcast on your social media!

NSSTA Capitol Hill Update with NSSTA Executive Director, Eric Vaughn

This past week, I was invited to participate in three separate virtual meetings with Members of Congress, House Speaker Nancy Pelosi, Senator Ron Wyden, R-Oregon and House Minority Leader Kevin McCarthy, R-California. [Click here](#) to read a brief report from each of these virtual meetings with leading Members of Congress to discuss a range of issues focused on new economic stimulus legislation pending on Capitol Hill.





with Lu Ann Reeb

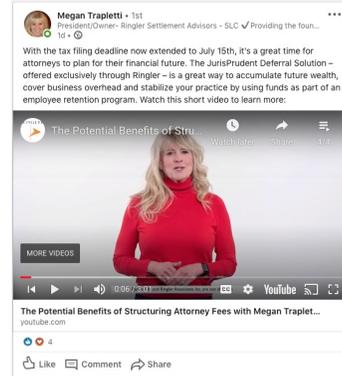


I'm seeing many NSSTA members using LinkedIn quite effectively now to market their business (applause! applause!) If you don't yet have a LinkedIn profile, create one now! I believe in it's power and usefulness and I'm NOT a big social media advocate for business results, in general. The content on LinkedIn is all about business and **you** should be sharing content about **your** business there. You can lift up your credibility and be seen by others who you can't 'see in person' right now. Here's an example of networking with content from our colleague, Megan Trapletti.



And some very helpful tips from our NSSTA colleague, Christy Rivera, who is also very active on LinkedIn. She has ideas for using content for the many audiences that a

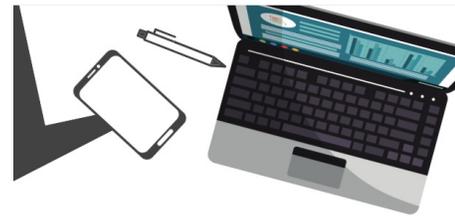
structured settlement consultant needs to reach to start new conversations. [Click here](#) for solid examples that Christy is sharing with you today about how to speak to those audiences effectively about structured settlements.



Click on the picture to see Megan's post on LinkedIn

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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