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### Dear NSSTA Members,

Welcome to our sixth edition of the weekly NSSTA news as we aim to keep members informed about news in the industry and help members meet the challenges we all face today. Don't forget if you have information to share in our weekly news, [email us here](#).

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### EXCITEMENT ABOUT THE WARREN BUFFETT QUOTE SUPPORTING STRUCTURED SETTLEMENTS

*“Anyone settling a personal injury claim should seriously consider a structured settlement as part of their plan for financial recovery. Structured settlements can stretch settlement funds by providing tax-free payments for lost income, medical bills or other future needs, which delivers tremendous long-term security for injured people and their families. Berkshire Hathaway is proud to be a leading provider of structured settlement annuities.” ~ Warren Buffett*

See it on the NSSTA website home page [here](#)

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## How Members Can Use the Quote

We know members want to leverage this incredible Warren Buffett support for structured settlements in your own marketing and outreach initiatives. To help you with that, we've created two professional one-page inserts for you to use. You can download them from the NSSTA website [here](#) OR click to download the PDF versions below these images directly.

## What Does Warren Buffett Know About Structured Settlements That You Don't Know?



*"Anyone settling a personal injury claim should seriously consider a structured settlement as part of their plan for financial recovery. Structured settlements can stretch settlement funds by providing tax-free payments for lost income, medical bills or other future needs, which delivers tremendous long-term security for injured people and their families. Berkshire Hathaway is proud to be a leading provider of structured settlement annuities." — Warren Buffett*

### We Also Know

- A structured settlement of a physical injury or workers compensation claim is tax-free.
- A structured settlement can provide regular monthly, quarterly, bi-annual or annual payments as well as intermittent lump sums (e.g. to pay for a first house).
- A structured settlement can provide life contingent income (i.e. income that cannot be outlived).
- A structured settlement has a fixed rate of return. When markets crash, structured settlements maintain their secure value.
- Most traditional investments have ongoing overhead costs including management and administrative fees. Structured settlements do not.
- A structured settlement protects settlement proceeds from being spent too quickly.



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- Warren Buffett



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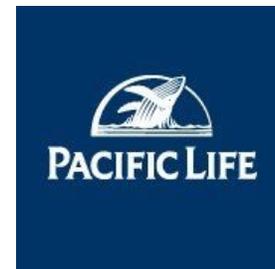
**\*IMPORTANT:** We ask that members use only these NSSTA branded representations of the Warren Buffett quote for consistency. Here are guidelines that we ask you to follow:

- NSSTA members should use the two PDF' 1-page inserts (shown above) keeping Mr. Buffett's exact quote and NSSTA branding intact.
- NSSTA members can show/link to the [NSSTA homepage](#) where Mr. Buffett's quote has prominent placement for the public to see.

## A Message from our new NSSTA President Louis Masry



## Industry Education in the New Normal



## NSSTA Special Ethics Webinar

Thursday, May 28, 2020

1:00PM – 3:00PM ET

More than just any ordinary webinar focused on business ethics, this "Ethics Webinar" will feature structured settlement industry case studies and structured settlement consultants engaging in practical ethical standards and issues that they confront every day. Eric Vaughn will highlight and contrast the NSSTA Statement of Ethics Behavior with ethical standards adopted by Congress and the White House. This program is approved for two (2) Ethics CE credits accredited through State Department of Insurances nationwide. Even if your state does not require Ethics specific credits for license compliance you can attend this webinar and receive two (2) general L&H credits.

**Webinar panelists:** Len Blonder, Arcadia, Mike Casey, Ringler and NSSTA's Executive Director Eric Vaughn.

After registering, you will receive an e-mail with further instructions to join the webinar.

[Register Now](#)

## NSSTA Presents: Pacific Life ILAPA Webinar

Wednesday, May 27, 2020

1:00PM EST/10:00AM PST

This is part of a special series of industry resource webinars brought to you by NSSTA member companies. The opportunity to learn about products and services that enhance the structured settlement process will prove beneficial as we continue to work and succeed in a new environment. Launched by Pacific Life in 2014, ILAPA (Index Linked Annuity Payment Adjustment) has helped consultants 'stay in the room' for showing this benefit option. Many consultants have commented that '*I wouldn't have had a structure at all, if not for ILAPA*'; and recommended to their peers to 'Show ILAPA early' and 'Always show ILAPA.'

**Webinar panelists:** Geoff Kissel, John Meaney and Ravi Vaswani of Pacific Life and NSSTA's Executive Director Eric Vaughn.

After registering you will receive an email with further instructions to join the webinar.

[Register Now](#)

**WEBINAR COMING UP IN JUNE:** MetLife Structured Settlements in the Time of Covid-19

### New Coronavirus Economic Stimulus Bill

House Speaker Nancy Pelosi faces a tough road this month convincing Republican leaders to back a fifth massive round of emergency coronavirus aid. The more immediate challenge, however, is getting her own Democratic Caucus Members on board. Democratic leaders have made clear that the next legislation will feature a host of big-ticket items--billions of dollars more to expand coronavirus testing, unemployment benefits, small business loans, and aid for state and local governments. [Click here](#) to read Eric's inside look at what lies ahead in this legislative challenge.

Meantime, President Donald Trump's demands for the next coronavirus aid package are running into a stubborn obstacle: his own party.

[Click here](#) to read this side of the story.

### NSSTA Capitol Hill Update with NSSTA Executive Director, Eric Vaughn



**AND this just in from Capitol Hill:** "The Heroes Act" A more than \$3 trillion legislative initiative designed to deliver targeted economic stimulus assistance to state and local governments, first responders, small businesses, workers and families. [Click here](#) to read HR6800.



## Working from Home is Here to Stay!

Think about it. There are some advantages of working from home (WFH). Shorter commutes to work, fewer traffic snarls, and no crowded subways. Experts predict a staggered return to the office. And more importantly companies have already geared up to give employees the tools to work virtually. Read more about the new normal in [this CNBC article](#). The downside is that the work-life balance (if there was one before the pandemic) is shattered. Work days can seem even longer! And that can add stress so take care of yourself. The CDC has some tips. [Click here](#).

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## Be Kind to Your Mind

Tips to cope with stress during COVID-19

- 1 **PAUSE**. Breathe. Notice how you feel
- 2 **TAKE BREAKS** from COVID-19 content
- 3 **MAKE TIME** to sleep and exercise
- 4 **REACH OUT** and stay connected
- 5 **SEEK HELP** if overwhelmed or unsafe

General public health information