



Dear NSSTA Members,

Welcome to our fifth edition of the weekly NSSTA news with the headline about our NEW NSSTA President! Join us in thanking Michelle Caine for her service as President and congratulating Louis Masry as he begins his term as NSSTA President now. Don't forget if you have information to share in our weekly news, [email us here](#).



LOUIS MASRY TAKES OVER AS NEW NSSTA PRESIDENT

At the request of Michael Goodman, the Board of Directors has approved a resolution to switch the order of the presidential terms of Michael Goodman and Louis Masry. As a result, Louis Masry will serve as the president from 2020-2021 and Michael Goodman will now serve from 2021-2022.

"I've been in the structured settlement industry a long time, and I've seen many ups and downs. Now, more than ever, protecting access to tax-free structured settlements is vital to ensuring the well-being of millions of injured claimants. We can expect to see a flood of new federal tax legislation in the coming year to address the fallout from COVID-19. I plan on taking an active roll on Capital Hill, working to preserve our industry's tax codes."



Thanks to Michelle Caine for her service as President

Michelle Caine's year of service as NSSTA President has covered a lot of ground moving forward initiatives for the entire structured settlement industry. [Click here](#) to read Michelle's letter to members sharing her reflections and observations on the past year.

The NSSTA Board of Directors met virtually on April 28, 2020 with important issues discussed and reports from all the NSSTA committees. [Click Here](#) to read the BOD Meeting notes.

Major Support for 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 E. Buffett

You will see Warren Buffett's quote on the NSSTA website home page soon, signifying it's importance to our industry, especially now. And news of how you as NSSTA members can share Mr. Buffett's quote in your own promotional materials will be forthcoming. Special thanks to our Berkshire Hathaway members, especially John Arendt, for helping to make this happen!

Industry Education in the New Normal

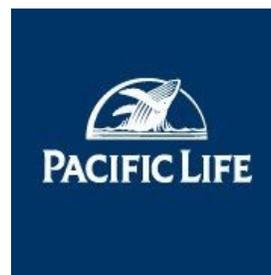


NSSTA Special Ethics Webinar
Thursday May 28, 2020
1:00PM – 3:00PM ET

This "Ethics Webinar" will be 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.

After registering, you will receive a confirmation e-mail containing information about joining the webinar.

Register
Today



COMING SOON:
ILAPA: Unleash the Power

This Pacific Life Webinar is the first in a special series of industry resource webinars brought to you by NSSTA member companies. Especially now, the opportunity to learn about products and services that enhance the structured settlement process will prove beneficial to NSSTA members as we continue to work and succeed in a new normal environment. Launched by Pacific Life in 2014, ILAPA (Index Linked Annuity Payment Adjustment) has helped numerous 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'; as well as recommending to their peers to 'Show ILAPA early' and 'Always show ILAPA'. Settlement consultants nationwide have shared a tip of "Showing ILAPA Early." Let the team from Pacific Life help you succeed with ILAPA.

End of May Date
TBA

New Coronavirus Economic Stimulus

Legislation: House Democrats and Senate Republicans are on a collision course over competing plans for the fifth Phase Plan to pass economic stimulus and health care legislation in response to the Coronavirus. [Click here](#) to read the full report.

Life on Capitol Hill will be nothing like normal for quite a while according to the Capitol physician, Dr. Brian Monahan, who painted a bleak picture of life in the Capitol over the next several years during a conference call with House Democratic and Republican Leaders. According to Dr. Monahan, it will be several years before operations return to something resembling normal on Capitol Hill. [Click here](#) to read more.

NSSTA Capitol Hill Update with NSSTA Executive Director, Eric Vaughn



Marketing with a Podcast

Use the NSSTA podcast series, SETTLE SMART, to provide free content to your audiences on important topics about structured settlements. It's called *Content Marketing* and it can be a great education initiative for you to help existing customers or prospective customers. That's why we created SETTLE SMART!

It's easy to share the podcast right from the NSSTA website using the *share buttons* on the home page posting. And we've created a [web page here](#) listing all the SETTLE SMART episodes so you can choose which topic is best to share.



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