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### Dear NSSTA Members,

Welcome to our 7th 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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### Safeguarding America's First Responders (SAFR) Act

The U.S. Senate has just passed S. 3607, legislation that extends death benefits under the Public Safety Officers' Benefits Program (PSOB) to survivors of public safety officers and law enforcement officers, who die as a result of COVID-19. The PSOB program provides death, disability, and education benefits to public safety officers and survivors of public safety officers who are killed or injured in the line of duty. Specifically, this bill creates a general presumption that a public safety officer who dies from COVID-19 or related complications sustained an injury in the line of duty.

**Details:** If passed by the House of Representatives and signed into law, Senate Bill 3607 would make families of public safety officers who are killed or totally disabled by the virus eligible for the federal Public Safety Officers' Benefit program. The program provides a lump-sum payment of \$359,316 and education assistance of \$1,224 per month for spouses and children. The benefits program, started in 1976, was designed to provide extra assistance for families of local, state and federal officers killed in the line of duty. Infectious diseases are covered, but only if contracted in the line of duty. An information sheet on the program notes that the benefits are offset by any amounts the officer may have received from the federal workers' compensation program.

The Senate Bill creates a presumption that COVID-19 is work-related if it is diagnosed within 45 days of an officer's last day on duty. The presumption will be in effect through Dec. 31, 2021. The measure has been endorsed by several police and firefighter organizations and it has bipartisan support in the Senate. The chief authors are Senator Chuck Grassley, R-Iowa, and Senator Cory Booker, D-New Jersey.

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### New NSSTA Settle Smart Podcast #6

Professional administration of structured settlement funds are crucial to managing medical expenses, secondary payer records and medicare submissions. Claimants can see potential savings and attorneys can know the advocacy for their clients will continue with these services. Hear about

these important details with Natt Reifler at Medivest and Johnny Meyer at Ametros in NSSTA's podcast Settle Smart.

[Click Here](#) to listen to the podcast now. [Click here](#) to listen to all the Settle Smart podcast episodes. Feel free to share it.



## Special Series of Industry Resource Webinars



### Pacific Life ILAPA Webinar Wednesday, May 27, 2020 1:00PM EST/10:00AM PST

In this 1-hour webinar, see how your colleagues have increased their production by incorporating ILAPA into the marketing plan. Plaintiff attorneys have chosen to repeatedly structure their fees with ILAPA and their clients follow. Generate higher yield potential with ILAPA.

*"ILAPA has proven to be very popular with my attorney clients. They love the ability to defer taxes while also keeping their payments current with the economy. Attorney clients who value fee deferrals have welcomed ILAPA as a much needed option to their future planning needs."*  
- NSSTA Member Producer

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

Register Now



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

Featuring structured settlement industry case studies and structured settlement consultants engaging in practical ethical standards and issues that they confront every day.

This webinar 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.

Register Today



### MetLife Structured Settlements in the Time of Covid-19 Tuesday, June 9, 2020 2:00PM - 3:00 PM ET

MetLife will provide short-term and longer term views on the pandemic plus a pivot to taxable product solutions which can provide opportunities during the low-interest rate response to the pandemic. MetLife's PPA and Non-Qualified Assignment Annuity have helped grow the Structured Settlement industry in the non-physical injury space. At the end of 2019 Met began piloting the Structured Installment Sale concept, which moves a step further away from the litigation space to help buyers and sellers create a tax efficient income from an appreciated asset. These tools let your firm grow the number of times you can say "yes" to your client's needs.

**Webinar panelists:** Bejan Shirvania, AVP Sales, Paul Marshall Sales Director and Harry Coleman, Product Director.

**Registration begins next week!**



## ***In Case You Missed it Last Week***

### **Warren Buffett's quote on 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

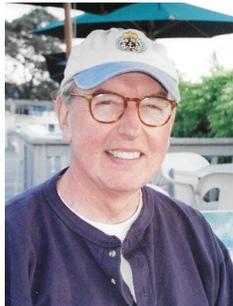
See it on the NSSTA website home page [here](#)

We created two professional marketing inserts for you to use.

[CLICK HERE](#) to Download the PDF's

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## **NSSTA Member News**



### **Mourning the loss of Joe Long**

Joseph H. Long passed on March 21st at the age of 88. Joe entered the structured settlement business in its infancy in the 1980s. Joe joined "The Structured Settlements Company" later "TSSC" in the early 1980's and worked out of the St. Petersburg office until he left to form "Bridge Settlements." Joe was the founder and President of Bridge Settlement Corporation.

Joe was a gifted professional and believed strongly that the structured settlements industry should be professional. Everyone who ever knew Joe and worked with him knew was very proud of what he did and how his business helped people. Joe was one of the very first members of NSSTA. He served on the NSSTA Board of Directors in the mid-1990s. He was also a member of the very first CSSC class at Notre Dame in 1993. Joe prided himself that Bridge Settlement turned out clean paperwork for cases that stayed closed. Joe never retired. He liked what he did and was still closing cases to the end.

He is survived by his loving wife of 30 years, Susan Mease and his six children. Susan Mease will be taking over his role now at Bridge Settlement and she plans to maintain Joe's level of professionalism.

Read Joe Long's obituary [here](#).

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### **Welcome our newest NSSTA member**



Andesa Services is the leading provider of integrated, cloud-based solutions for life insurance and annuity carriers and providers. See more about the services the team at Andesa provides and contact Megan Devlin, the Andesa Relationship Manager.

[Andesa Services website](#)

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### **Congratulate NSSTA members on their new positions**

**Sean Coleman**, President of Forge Capital at Forge Consulting, LLC



## NSSTA Capitol Hill Update

with Executive Director, Eric Vaughn

**Next Coronavirus Relief Bill In Doubt:** It is growing unlikely that Congressional leaders will reach a deal on passing a fifth economic stimulus relief initiative any time soon. Though the House of Representatives has voted to pass a \$3 trillion "Cares Act II" bill, Senate Republican leaders have declared that piece of legislation "dead on arrival" in the Senate, where Republicans are taking a wait-and-see approach.

[Click Here](#) to read the full story.



### Phase 5: Coronavirus Economic Relief Legislation:

Despite President Trump's reluctance and strong opposition from conservative groups, White House officials have privately signaled to House and Senate Leaders that they are willing to provide tens of billions of dollars in relief to states as part of a bipartisan deal with Democrats in the coming weeks. Although that position is likely to anger some Republicans who have warned that Democrats want "blue state bailouts," White House officials now believe that providing new funding to states to deal with challenges related to the coronavirus pandemic will be necessary if they want to secure their own priorities, such as tax breaks and liability protections for businesses.

[Click Here](#) to read the full story.



## A Seismic Shift in Marketing During and After Covid-19

**One word: Digital.** According to a recent survey by McKinsey and Company, B2B companies see digital interactions as two to three times more important to their customers than traditional marketing and sales interactions now. That may challenge those who were more accustomed to a face-to-face relationship with customers in the old normal. What digital marketing skills do you need? Take the American Marketing Association (AMA) [quiz here](#) to find out what you need to brush up on when it comes to digital marketing.

**Hint:** they also give you the right answers if you get some of the questions in the quiz wrong!



The American Marketing Association has developed an online resource center full of articles that might give you some ideas. [Click here](#) for the AMA article collection about marketing during the pandemic.