

## Breakfast Roundtable TAX UPDATE

Join us on Tuesday, December 14th for our annual Tax Update Seminar. We are pleased to have **DAN HAAKE** back again, by popular demand. This seminar will provide you with the tools to assist you in planning for 2005 with your clients.

### Deadline for reservations:

**Friday, December 10, 2004**

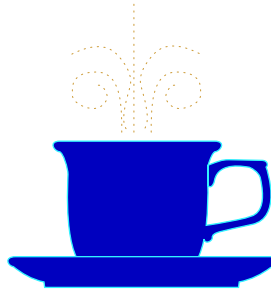
### Credits:

ONE HOUR has been approved for:

- Kansas insurance credit
- Missouri insurance credit is pending

### Registration Fee:

no charge members; \$10 for guests



## December 14, 2004

**7:30 AM** registration, breakfast

**8:00 - 9:00 AM** program

**Wyndham Garden Hotel  
I-435 and Metcalf,  
Overland Park**

To register, send an e-mail to [sfsp@sbcglobal.net](mailto:sfsp@sbcglobal.net) or use the registration form on the back page. ♦

## A Plea to All Members

Nominations are now open for our 2005 Business Ethics Award and we need your help.

Anyone have a client in the Kansas City area worth receiving the BEA? If so, ask them if they would like to be a nominee. A win win! Anyone use referrals? Ask your clients for referrals to the BEA. What a way to obtain a new client!

This award is just getting bigger and bigger in Kansas City, wouldn't you like

to be the nominator of the next winner! Don't miss this great opportunity.

*Peter J. McGee CLU, CHFC  
Chair, BEA Nominations Committee*

*A nominations form  
can be found on page 2 of  
this newsletter. Use it  
today!*

**Business  
Ethics Award**



## Calendar

### December 13, 2004

Board of Directors Meeting  
8:00 AM  
Sagemark Consulting

### December 14, 2004

Breakfast Roundtable  
*Tax Update*  
*Dan Haake*  
7:30 - 9:00 AM  
Wyndham Garden Hotel

### January 10, 2005

Board of Directors Meeting  
8:00 AM  
Sagemark Consulting

### January 11, 2005

Breakfast Roundtable  
*B.D. Horton,*  
*American Century*  
7:30 - 9:00 AM  
Wyndham Garden Hotel

### February 8, 2005

Breakfast Roundtable  
*Qualified Plans*  
*Al Martin*  
7:30 - 9:00 AM  
Wyndham Garden Hotel

### February 14, 2005

Board of Directors Meeting  
8:00 AM  
Sagemark Consulting

### March 8, 2004

Breakfast Roundtable  
*Ethics*  
7:30 - 9:00 AM  
Wyndham Garden Hotel

# 2005 KANSAS CITY BUSINESS ETHICS AWARD

## CALL FOR NOMINATIONS

The Kansas City Chapter of the Society of Financial Service Professionals calls for nominations for the 2005 Business Ethics Award program to honor companies that demonstrate a firm commitment to ethical practices in their everyday operations, philosophies and in response to crises and challenges. The Society of Financial Service Professionals is a national organization of 27,000 credentialed insurance and financial service professionals who are active in more than 200 Chapters nationwide.

### Nomination Procedures:

Nominations for the 2005 local awards program must be submitted on this form by the deadline listed below. A company may be nominated by a customer, client, employee, consultant, vendor or private citizen who is impressed with the company's ethics program or demonstration of the same. Nominated companies will be notified of their nomination with a copy of the completed nomination form. They will also receive an official Entry Form to complete and submit for consideration to the local program. The entries will be reviewed for the local awards program, and may be forwarded for consideration to the national American Business Ethics Award program, at the Chapter's discretion.

### Important deadlines:

Deadline for Nominations    March 1, 2005  
Deadline for Entries        May 1, 2005

Finalists will also be forwarded from the local program to the American Business Ethics Award, a nationwide program sponsored by the Society of Financial Service Professionals.

IN PARTNERSHIP WITH



**Send nomination forms to:**  
 Kansas City Business Ethics Award  
 8826 Santa Fe Drive, Suite 208  
 Overland Park, KS 66212  
 (913) 381-4458 • FAX (913) 381-9308  
 sfsp@sbcglobal.net

### INFORMATION REQUESTED

#### NOMINEE INFORMATION:

Company \_\_\_\_\_

Business Address \_\_\_\_\_  
 \_\_\_\_\_

Company Contact \_\_\_\_\_

*Please be sure this person is in charge of completing the company's application.*

Telephone (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

**Note: Non-profit organizations, financial service companies, and companies not headquartered in the Kansas City area are not eligible to participate.**

Brief Description of Business: \_\_\_\_\_  
 \_\_\_\_\_

Brief Explanation for Nomination: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Your Affiliation with the nominee: e.g. employee, customer, vendor or shareholder.

Society Members:    Chapter Affiliation \_\_\_\_\_  
                                  Member I.D. Number \_\_\_\_\_

#### NOMINATOR INFORMATION:

Name \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_  
 \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

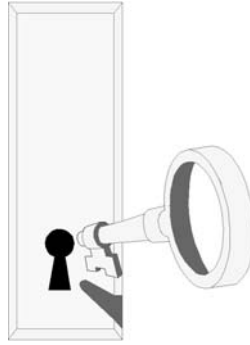
# Through the Keyhole

## Paul Hanger

One of my favorite movies is *Trading Places*, with Eddie Murphy and Dan Aykroyd. At one point Aykroyd loses his job, his home, his whole lifestyle. He is forced to dress as Santa to get into a corporate party just to eat. Drunk and dirty with food stuffed into his clothing, he is a terrifying sight...

This issue's keyhole subject, Paul Hanger, CLU, ChFC, told me about a part of his past that produced just such a vision. After beginning his career with the New England — and struggling to survive, he got into wholesaling for USF&G in Iowa before eventually returning to Kansas City. Fast forward to 1990; companies were buying each other out, and all of a sudden he was unemployed. His wife Suzy suggested that since he was a capable juggler, he might try being a clown. After a trip to the Salvation Army for appropriate clothing, Binky the clown was born. However, Binky was not fond of the children's parties and nursing homes where the gigs were, so he became Binky the angry clown. Picture driving down Ward Parkway back then — the next car has a snarling, wigged clown smoking a cigarette, taking a pull off a Shasta cola. He was a terrifying sight...

Fortunately for children citywide and the Hanger family especially, Paul found his way into the wholesaling job at Phoenix Life (succeeding the late, great Jody Brittingham), and Binky was able to go back to the Salvation



Army forever. The man now calling on brokers and State Farm agents is a much happier soul than was Binky.

Hockey is a big part of the Hanger household. Suzy's family played, and now sons Max (a Rockhurst Jr) and Gus (5<sup>th</sup> grade at Brookwood) also skate. Did you know there are five "sheets" in the south KC area these days? And though she isn't a hockey player, surely daughter Millie (SM East sophomore) is pretty tough being in between the boys.

As I am wont to do, we discussed food. A big BBQ fan (Bryants is his favorite), he was most taken by France after a recent trip there. They have no sales tax, no tipping, a 1500 year old tax code, and unemployment benefits that last 10 years. And just like Pulp Fiction said, McDonald's does indeed call it a Royale cheese, and will sell you a beer to go with it! But they are clueless about beef. Stick to the pork and the cheese.

A former writer of this column, Paul has long been an active member of the chapter, so next time you see him at a meeting, thank him for succeeding and putting Binky out to pasture. ♦

### Email or Snail Mail?

Don't forget that you can receive this newsletter by e-mail rather than "snail" mail. To do so, just send an e-mail to: [sfsp@sbcglobal.net](mailto:sfsp@sbcglobal.net)

### E-Mail Notices

Are you receiving notice of all upcoming meetings by e-mail? If not, contact chapter headquarters at [sfsp@sbcglobal.net](mailto:sfsp@sbcglobal.net), or call 913.381.4458.

### Kansas City Chapter Society of Financial Service Professionals

8826 Santa Fe Drive, Suite 208  
Overland Park, KS 66212  
(913) 381-4458 • (913) 381-9308 fax  
[www.sfsp.net/KansasCity](http://www.sfsp.net/KansasCity) • [sfsp@sbcglobal.net](mailto:sfsp@sbcglobal.net)

### BOARD OF DIRECTORS

#### Officers

##### President

James Mader, CLU, ChFC  
(816) 751-0585 • [jwm@maderfinancialgroup.com](mailto:jwm@maderfinancialgroup.com)

##### Vice President

James Claiborne, CLU, ChFC  
(913) 345-8200 • [jclaiborne@kansascity.nefn.com](mailto:jclaiborne@kansascity.nefn.com)

##### Secretary/Treasurer

Lori L. Johnson, CLU, HIA, RHU  
(913) 676-5292 • [lori.johnson@ge.com](mailto:lori.johnson@ge.com)

##### Past President

Larry Steiner, CLU, ChFC  
(913) 451-1505 • [lsteiner@lnc.com](mailto:lsteiner@lnc.com)

#### Directors

D. Max Bruce, CLU, ChFC  
(913) 341-7411 • [dmaxbruce@yahoo.com](mailto:dmaxbruce@yahoo.com)

John W. Lawrence, CLU, ChFC  
(913) 451-3960 • [john@idakc.com](mailto:john@idakc.com)

Brian E. Orr, CRPS, ChFC  
(913) 339-6724 x210 • [brian\\_e\\_orr@aul.com](mailto:brian_e_orr@aul.com)

Bill Sherman, CLU, ChFC  
(816) 361-4194 • [bill.sherman@cunamutual.com](mailto:bill.sherman@cunamutual.com)

### COMMITTEE CHAIRS

#### Membership

James Claiborne, chair  
John Lawrence - Credentialed and Strategic Alliances

#### Professional Development

D. Max Bruce, chair

#### Public Relations

Bill Sherman, chair  
Bill Sherman - Newsletter  
Lori Johnson - Media  
Brian Orr - Sponsorships

#### Business Ethics Award

John Martin, chair  
Donna Owens, board liaison

© 2004 Kansas City Chapter, Society of Financial Service Professionals

Kansas City Chapter  
Society of Financial Service Professionals  
8826 Santa Fe Drive, Suite 208  
Overland Park, KS 66212  
CHANGE SERVICE REQUESTED

## SFSP REGISTRATION FORM

Name \_\_\_\_\_ Phone \_\_\_\_\_

Company \_\_\_\_\_ Email \_\_\_\_\_

Please sign me up for the following activities —

- December 14, 2004** - Tax Update - N/C to members, \$ 10 nonmembers  
names of guests: \_\_\_\_\_

Please charge the above registrations to my credit card: \_\_Mastercard \_\_ Visa No. \_\_\_\_\_

Expir date \_\_\_\_\_ Signature of cardholder \_\_\_\_\_

*Mail with your check to SFSP, 8826 Santa Fe Drive, Suite 208, Overland Park, KS 66212, or fax to: (913) 381-9308.*