



KENNETH SCHAPER, CLU, CHSNC, RHU, REBC



Subject: 2019 Harold R. Gordon Memorial Award Nominee's

To the committee,

I am excited to submit this nomination for your review for James R. Stenger AND Marilyn A. Stenger.

In my Thirty-five plus years in the insurance industry never have I meet two people that represent our organization and industry, they exemplify the evolution of our industry as a team.

As you review this submission, I would request that you envision the progression of our industry from one of the individual producer to today's model of TEAM units. While individual producers still dominate, agencies today are moving to the team model as no one person can be proficient in every aspect of a client's financial security and success. It is my opinion that Jim and Marilyn exemplify this trajectory for future agents and agencies. To that end we should lead by example and present the Harold R. Gordon award to the team of James and Marilyn Stenger.

I have attached for your review bio's for each of the nominees. But would like to highlight a few of their many accomplishments.

- Each individual has been members of our organization for over twenty years.
- They have been involved with NAHU leadership at every level from local, state to regional. With Jim serving on a national level.
- While serving on a national level they worked as a team, becoming known as Mr. & Mrs. President.
- Their commitment to our organization is unparalleled. No chapter was off their radar. One of my fondest memories of them was their visit to our chapter in Tucson AZ.. Without hesitation, they accepted my invitation and shared with us the strategies of success.
- They exemplify balance with their professional lives and their commitments to community services.

Never have I meet two people who measure their accomplishments by the success they bring to others!

Your partner in success,

Kenneth Schaper, CLU, CHSNC, RHU, REBC
910-585-2984