

May XX, 2019

Dear Selection Committee:

As the current President of NJAHU, it is my honor to support the nomination of **David Mordo** for the **Harold R. Gordon Memorial Award**.

Nominee Name	Nominee Address/Phone	Nominator Name	Nominator Address/Phone
David Mordo	26 Kennedy Court North Middletown, NJ 07748 (732) 688-3595	Carolyn Address	HUB International 3 Cork Place Hazlet, NJ 07730

I have worked with Dave since I started in benefits early in my career. I remember fondly the times we spent on the road together and Dave's meticulously handling of all applications and paperwork. He not only trained me as a newbie but also became my mentor, sounding board and advocate throughout my career. Dave is the sole reason that I joined NJAHU and he always encouraged me to become more involved.

NJAHU does not have a more dedicated member or fiercer advocate for the health insurance broker.

I have also had the privilege of joining Dave in regular meetings with our local congressman, **Frank Pallone**, and witness his effective communication and political insight. Dave is always well prepared and can address the issues in a thoughtful, considerate manner with impressive, dare I say encyclopedic, knowledge of the industry. Pallone respects his opinion and considers him a trusted resource in the health care arena.

Despite all of the volunteer hours that he has given to many positions at NAHU, Dave still manages to open new doors and show the value of our association, elevating our position while building new allies. This year, Dave created a connection with the prestigious **New Jersey Health Care Quality Institute**. He now sits on the board, as a NAHU representative, and freely shares his expertise (and opinions) about the health insurance market.

Dave still remains active and vocal on NJAHU's Legislative Counsel and has joined us on meetings with the state Insurance and Banking Commissioner. This is critically important as New Jersey plans to move to a state-based exchange.

Dave's approach is very tactful and strategic in these meetings, showing NJAHU as a resource and ensuring a seat at the table whenever decisions are made.

As if those hours of volunteering are not enough, Dave is also part of NJAHU's superb Education Team, in which he shares his knowledge with our membership. His fabulous sense of humor can make any subject more interesting. Attendees always leave better educated, with a smile on their faces!

Even with all the accolades he receives, Dave is never boastful, always level headed and willing to step up and lend a hand to our board regardless of the scope of the project. I have witnessed moments in Dave's life both personally and professionally that would cause many to lose their drive and ambition, but not him.

He always pushes through and remains a consummate professional, earning the respect and admiration of his peers. Our association is lucky to be represented by Dave; it is my sincere honor to recommend him for this distinguished and well-deserved award.

Thank you for the opportunity to do so.

Carolyn Address

President, NJAHU