

## DAUAA JAX CHRONICLE

**Defense Acquisition University Alumni Association Jax** 

# DAUAA JAX President's Corner: State of the Chapter as We Enter Year #4

Greetings all...

It is an honor to be writing this to all of you with the purpose of letting you know what successes we have had in 2017, what our goals are for 2018, and more important to recognize some very valuable people to the success of the DAUAA Jax Chapter.

First let's start with the top 10 things that was accomplished in 2017:

- Awarded 2 each \$1000 scholarships for STEM HS seniors
- Awarded 2 each \$1000 scholarships to HS other academy students
- Provided prizes and judges for STEM HS Fair (2nd year)
- Coordinated field trip to FRCSE Jax for HS students
- Started the DAU AA Jax Chapter Member HS Scholarship worth \$500
- Increased our financial Support for Greater JAX USO
- · Increased our financial support for NMCRS JAX
- Added Hubbard House as one of our Community Projects
- Increased our Membership by almost 25%
- We stood up a Chapter Executive Support Team and now have all our chapter files and materials in a virtual cloud: New Executive Support Team Lead is Jackie Wimpee.

So what are we looking at for 2018? The chapter is growing in numbers, focus areas and impact (both manpower and financially). But we have all heard the phrase that No Good Deed Goes Unpunished....so while we can chose to enjoy our successes we prefer to look ahead to 2018. Here are some of the things we have in mind. First and not listed as goals WE WILL CONTINUE all 5 scholarship awards again in 2018. And we will also:

- We will start and award the first annual scholarship of the Liz Nealin College Continuance Scholarship Award. This will be for those who have completed at least one year of college.
- Start an aggressive fundraising program with the goal of doubling the amount of support for our 3 community focus areas: Greater JAX USO, NMCRS Jacksonville and Hubbard House Jacksonville
- Add 25% to our chapter membership numbers thru aggressive membership drives
- Expand our local training focus to include local topic HTF events to support our local stakeholders





So now let's go back in time just a bit. All of the successes last year and what we are looking to do takes planning and energy. Please indulge me as I recognize some of these individuals who without them our success would have been impossible:

- FIRST and FOREMOST: Tony Conard our Chapter VP of Operations. To say that he has been everyone's right hand man is to be blunt and understatement.
- Next is Captain Chuck Stuart, former CO of FRC SE. FRCSE was our first success story and we now provide their annual team and individual awards and quite a bit of their continuous learning via the HTF and Lunch and Learn.
- Our outgoing Treasurer: Paul Danner and outgoing Secretary: Donnie Bodin. One is now in Atlanta and one is in New Orleans. But while they were with us as we started up the chapter they kept the ship afloat.
- Clay County Chapter of Commerce President Doug Conkey. Who has and still is providing us excellent networking and community impact opportunities.
- Elizabeth Nealin the Chapter STEM Coordinator. She has taken us from a dream to a major factor in the area on all aspects of STEM.
- John Martin who has all the other HS career and academy student areas other than STEM. This past year was year 1 and what a year.
- Lee Butler the Chapter VP of Outreach. He has been all over our organization chart and his contacts on and off the base have enabled us to meet or exceed every goal.
- Jackie Wimpee the new Chapter Executive Support Team Lead.....we are so efficient with our organization and files and event planning and action items that I almost don't recognize us....as in that is a good thing.
- Grant Meadows our Chapter Communications Director who has his hand in most everything, advertising, newsletter, event sponsors you name it. And he always is able to work our events into his schedule.
- Terry Tillman Golf Event Coordinator Extraordinaire. Each golf event we set new records of funds raised and his networking list in incredible.
- FRCSE and the entire Command at NAS Jax and at Cecil Commerce: Our first activity command award sponsor and our key for the Lunch and Learn and the HTF.
- DLA Aviation, Jacksonville: Our second activity award success as we provide monthly and annual recognition awards and also their support for our annual fundraising events.
- Greater Jacksonville USO, Mike O'Brien and Bob Ross and all their team. You will never find better people to work with.
- NMCRS, Jacksonville, Monika Woods and all her dedicated team. For an example of their impact take a look at their status report in this newsletter. Incredible.



- Mallory Guldi and all her Middleburg HS Design Team. They are entering year 4 of sponsoring and developing the chapter newsletters.
- Stacey Rutherford, College & Career Coach Middleburg HS and her support via coordinating students for working the events to gain valuable experience within the community.
- Tory Hamlin, Tory Hamlin Allstate and all her employees. They have supported us from day 1, via manhours, sponsor funds, virtual run tee shirts, articles for the newsletter and the list goes on and on.
- Louis Vanleer our chapter photographer volunteer, who has supported all of our tournaments with awesome shots! Check out his site at: <a href="https://reelnav.smugmug.com/">https://reelnav.smugmug.com/</a>
- Morris Jelks and Julian Carter, General sales manager and sales specialist for North Florida Lincoln who has been sole provider of Sponsor Cars for our golf events.
- Select Health and Wellness, specifically Doc Fritz and Sarah. Massages at each golf event, sponsor gift cards, networking and business contacts and articles for the newsletter.

So, what is the state of the Chapter as we enter year #4. It would be easy to say we are doing well. But as you see the key is the dedicated workers and their desire for excellence. Because of them 2018 will be ANOTHER banner year. If any of what is in this letter interests you, please see the next pages where we talk about the benefits of joining the DAU AA JAX Chapter Team. We can use your HELP as we continue to grow and make a difference to the AT&L Workforce and local military and within the local community. Thanks for your time and consideration. Hope you enjoy the newsletter that Mallory and her HS students have put together for us.

Duane Mallicoat, DAUAA Jax Chapter President



## So Why Should "YOU" Join the DAUAA Jax Chapter?

Great question. So, what would encourage you to spend \$25 for one year or \$60 for 3 years plus \$6.00 a year to join up for the DAU Alumni Association and specifically the DAUAA Jax Chapter (yes you must be a member of DAUAA Corporate before you can join the AA Jax Chapter. Let's see what you think about this:

- Focused Continuous Learning Points opportunity each month.
- Quarterly DAUAA E News
- Links to DAU and other DoD professional organizations
- Local Chapter events and networking opportunities
- Corporate DAUAA Annual Research Paper Contest
- Corporate DAUAA HS Senior Annual Scholarship

#### **And SPECIFIC to DAUAA Jax Chapter**

- Chapter DAU AA Jax HS Senior Scholarship
- Support of local AT&L Workforce and local military commands with recognition awards
- Chapter provided awards for your team and/or individuals members with a "turnkey" process to use for award criteria and recipients selection.
- Support local HS STEM and non-STEM with Science Fairs and Field Trips
- Opportunities for you to be a guest speaker at a local HS
- DAU AA Jax Chapter gives 4 each \$1000 scholarships to deserving HS seniors each year
- · Monthly Lunch and Learn training right from your computer
- Tailored training and 4-5 times a year focused HTF training at your location via VTC.
- Various community Outreach support including Clay County Chamber of Commerce, Clay County Veterans Council, Greater JAX USO, NMCRS JAX, Jacksonville Hubbard House.



#### Coming in 2018 to DAUAA Jax Chapter

- Liz Nealin Scholarship (for students still in college)
- Discounts at local businesses

Did we get your attention? If so, see the next page for the application and give it to one of the DAU AA Chapter Officers and we will pay \$5.00 of the initial joining fee.

#### **Chapter Officers**

- <u>Duane Mallicoat</u>: Chapter President
- Tony Conard: Chapter VP of Operations
- Ensign Lee Butler: Chapter VP Outreach
- Grant Meadows: Chapter PAO/Communications
- <u>Jackie Wimpee</u>: Chapter Secretary
- AFCM Runettia Obryant: Chapter Treasurer
- <u>Terry Tillman</u>: Chapter Golf Fundraising Coordinator
- <u>Elizabeth Nealin</u>: Chapter STEM Coordinator
- <u>John Martin</u>: Chapter "other academy" event coordinator
- Tory Hamlin (Tory Hamlin Allstate): Chapter Industry Chair

And we are ALWAYS looking for HELP....Join us and give us a hand as we make a difference for the AT&L Workforce, Local Military Commands, Local High Schools, and within the community via the Greater JAX USO, NMCRS JAX, and Jacksonville Hubbard House



### **DAUAA Membership Application**



	Applicati	on Type: □	NEW OR DRENEWAL
First Name:		MI:	Last Name:
Nickname:			Grade/Rate:
Street:			Suite / Apt # / Bldg:
City:			State: Zip:
Salutation: (I.e. Co	lonel, Mr. Ms. Etc	a.):	
Work Phone:			
Work E-mail:			Personal E-mail:
Are you employed	by the US Gover		□ Navy □ Air Force □ Marines □ USCG     Other Defense Agency □ Other Federal Agency
			Job Title:
Please list class nu			
Current or former D	OSMC or DAU Fa	culty:   Yes	□ No
.□ Please include a	DAUAA lapel pin	with my members	ship card. **Option only available to new members.
NATIONAL MEM	BERSHIP OPT	TIONS:	
1 Year Member	rship \$25 🗖		
3 Year Member	rship \$50 🗖	Sp	pecial Offer: 3 Years for 2 Year Price
☐ I would also	like to make	e a \$	donation to the DAUAA Scholarship Fund
CHAPTER MEME	BERSHIP OPT	IONS: (If selecti	ing a chapter option, must match National # years option)
	1 Year	3 Year	
Capitol Area Jacksonville Mid Atlantic Mid West South West PAYMENT INFO	\$6	\$15	t Card
CC#:		,	
OO#			CC Expiration Date:

**This Form together with Check should be mailed to:** DAUAA, 6551 Loisdale Ct, Ste 222, Alexandria VA 22150



## **DAU AA JAX Chapter HELP Wanted Ads**

We have some openings within the DAU AA Jax Chapter if you would like to consider helping us by serving in one of the following areas. If you do please contact <a href="mailto:duane.mallicoat@dau.mil">duane.mallicoat@dau.mil</a> or <a href="mailto:tony.conard@navy.mil">tony.conard@navy.mil</a>.

#### CHAPTER MEMBERSHIP DRIVE COORDINATOR

This position would be the lead to see where and when and how the chapter can do membership drives. Set up booths at Hot Topic Forums, booths at outside events where a concentration of military or government employees might be attending. Advertise these events via the newsletter and web site. We will provide the table, banners and flyer material.

#### CHAPTER MEMBERSHIP BENEFITS COORDINATOR

This position contacts local businesses (those who give military discounts would be a great place to start and we have lists for Duval and Clay County) and see if they also would be willing to award the same discounts now given to military to any DAU AA Jax Chapter Member. Then advertise these businesses on a membership benefit page on our chapter website.

#### CHAPTER LUNCH AND LEARN AND HTF TRAINING LEAD

This position coordinated the distribution on information and scheduling for the quarterly Lunch and Learn Training Schedules with the various commands training coordinators. Coordinate the upcoming HTF events (date, time, and location) for all the Corporate DAU AA HTF (usually 4-5 a year) PLUS coordinate with commands leadership about local HTF they would like us to organize and put on to support their training initiatives.

#### HELP WITH SUPPORT FOR USO GREATER JAX, NMCRS JAX, OR HUBBARD HOUSE

This position is on the look for people who would be willing to help us support any one of our three Community Outreach Groups. Choices are Greater JACSONVILLE USO, NMCRS JACKSONVILLE, or Hubbard House JACKSONVILLE. Plan would be that you would focus your efforts to a specific group and provide as much time as you have available. We will be building Community Group Pages on our chapter website so you can populate with what is going on and how we are helping. We are looking at 4-6 people for each group.



# The DAUAA Jax Chapter partnering with the Clay County Chamber of Commerce proudly present:

## Join Us on Friday o1 December at NAS Jax Golf Course

## For the fall DAUAA Jax AT&L Golf Open

Sign-up via the **www.DAUAAJAX.org** website and you can pay online with any major credit card

## Hole in one Car and Hole in one Motorcycle

## Funds go to:

HS Scholarships (4 each \$1000), AT&L Government and local Military Commands Recognition Awards, Greater JAX USO, NMCRS JAX, and Hubbard House

You can sponsor a hole or a player or a team



DAUAA is a Proud Heritage Member with the Chamber!

\$ 75 player's fee

Includes cart green fee & lunch









in Partnership with Clay Chamber of Commerce



# Winter Golf Outing December 1<sup>st</sup> NAS Jacksonville Golf Course

808 Mustin Rd, Jacksonville

Sign up via the **www.dauaajax.org** website

Visit Our Online Store to Purchase Event Gear and Other Items

7:00 am Arrival \* 9:00 am Shotgun Start \*Hole in One Car For Information & Registration Contact:

Duane Mallicoat at 301-769-8206 Terry Tillman at 904-465-1230 Duane.Mallicoat@dau.mil Terry.W.Tillman@navy.mil

Sponsor a Military Team, Player, or Hole









PATH TO CONFIDENCE





## Our Goal is to Raise \$7500 to Support

- STEM & Non-STEM scholarships
- Military Appreciation Awards
- Navy Marine Corps Relief Society
- USO Greater Jacksonville
- Hubbard House



**StateFarm**™

Ron McCann (904) 269-1313



## Thank You for your Sponsorship of the DAUAA Jax Chapter Open "Fore!" Golf

DAUAA Jax Chapter Open "Fore!" Golf
December 1, 2017
NAS Jacksonville



Are You a Member of the Business Name:	e Clay County Chamber? ☐ NO ☐ YES (Name Business Below)	
Invoice Date:		I Would Like My Sponsorship to Benefit
Name:		□ No Preference
Address:		<ul> <li>□ STEM Scholarship</li> <li>□ Other Academic Scholarship</li> <li>□ Military Recognition</li> </ul>
Phone:		<ul> <li>□ DoD/Government Recognition</li> <li>□ Navy-Marine Corps Relief Society</li> <li>□ Greater JAX USO</li> </ul>
Email:		☐ Hubbard House

			Sponsorhip Benefits									
		Sponsor Logo on Website	Sponsor Sign on Course	Free Round of Golf (1 Team)	Free Round of Golf (2 Teams)	Free Round of Golf (4 Teams)	1/8 Page Highlight in Newsletter*	1/4 Page Highlight In Newsletter*	1/2 Page Highlight in Newsletter*	Full Page Highlight in Newsletter*		
	1 to 3 Military Players (\$75 each) or Cluster Putt (\$100)	х										
흪	Hole Sponsor (\$250)	х	х									
onsorship	Military Team Sponsor (\$300)	х	х				х					
Type of Spons	Sponsorship (\$500)	х	х	х				х				
	White Level Sponsorship (\$1000)**	х	х		x				x			
	Blue Level Sponsorhip (\$2500)**	х	х			х				х		
		* Newsletter is distributed to DAUAA Jax and DOD AT&L Network  ** Will also be shown as sponsor for next event										

We are a 501c(3) non-profit organization Receipt and W-9 for all Sponsor Donations

Pay Online: <a href="www.dauaajax.org">www.dauaajax.org</a> -- all major credit cards accepted

Make Checks Payable To: DAU AA JAX Chapter

Mail Payment To: DAUAA JAX Chapter

2271 Trailwood Drive Fleming Island, FL 32003





#### Start the New Year

**Getting Fit for a Cause!** 

DAUAA JAX Virtual-Run \*
Walk \* Bike with Us!

January 7<sup>th</sup> — March 18<sup>th</sup>



5K Run or Walk or 10K Bike Ride

Register Online: www.dauaajax.org

#### **All Major Credit Cards Accepted**

#### **Our Goal is to raise \$10,000 to Support:**

\*STEM Scholarships\* Non-STEM scholarships \*
\*Military Appreciation\* Navy Marine Corps Relief Society

#### DAUAAJAX is a 501(c)3 non-profit Organization

Contact us at: <a href="www.dauaajax.org">www.dauaajax.org</a>
Duane.Mallicoat@dau.mil

John Martin: john.m.martin1@navy.mil

🚺 Dauaa Jax Chapter; Dauaajaxchapter@yahoo.com



## Available Sponsorships

\$50, \$75, or \$100

A simple "Honor" system Process:

- Select your
   Sponsorship level &
   sign up Online OR
- Sponsor a military member (we'll match names) @ \$50, \$75, \$100) OR
- 3. Sponsor a corporate team @75 ea.
- 4. Perform your Virtual activity within the allotted timeframe
- 5. Post results at our Facebook site or email
- 6. Receive event closeout items from DAUAA JAX:
  - a. \$50 level:

    Appreciation gift item
  - b. \$75 Level:
    Event T-Shirt
  - c. >\$75, both a & b

Upon request receive a donation and/or Community Service Letter

Runners in the
Jacksonville/Orange
Park Area Receive a
1-hour massage and
evaluation from
Select Wellness





### Thank You for your Sponsorship of the DAUAA Jax Chapter Open "Fore!" Golf Friday, May 4th **Eagle Landing Golf Course**



I would like my sponsorship to benefit ...

	Invoice D	ate:						I would lik	e my sponsors	hip to benefit .
	Addı	ress: one: mail:						<ul> <li>□ No Preference</li> <li>□ STEM Scholarship</li> <li>□ Other Academic Scholarship</li> <li>□ Military Recognition</li> <li>□ DoD/Government Recognition</li> <li>□ Navy-Marine Corps Relief Society</li> <li>□ USO</li> <li>□ Hubbard House</li> </ul>		
						Sponsorship	Benefits			
		Sponso Logo or Website	Sign on	of Golf	Free Round of Golf (2 Teams of 4)	of Golf	1/8 Page Highlight in Newsletter*	1/4 Page Highlight in Newsletter*	1/2 Page Highlight in Newsletter*	Full Page Highlight in Newsletter*
	1 to 3 Military Players (\$75 each) or Cluster Putt (\$100)	x								
<u>ة</u>	Hole Sponsor (\$250)	х	х							
Type of Sponsorship	Military Team Sponsor (\$300)	x	x				×			
of Spo	Red Level Sponsorship (\$500)	x	x	X				x		
Type	White Level Sponsorship (\$1000)**	x	x		x				x	
	Biue Level Sponsorhip (\$2500)**	х	х			X DOD ATSI				х

We are a 501c(3) non-profit organization

Pay Online: www.dauaajax.org -- all major credit cards accepted

Make Checks Payable To: DAU AA JAX Chapter

**Mail Payment To:** Duane Mallicoat

2271 Trailwood Drive Fleming Island, FL 32003









#### Vendor Information

- In a community wide grass roots marketing effort, participating vendors are encouraged to assist. Please select from the following:
  - Thirty days prior to the event, we will display flyers/pamphlets in our workplace (Flyers provided by Business & Health Expo committee).
  - Thirty days prior to the event, we will display a yard sign in front of our business announcing the Expo (Sign provided by Business & Health Expo committee).
  - Thirty days prior to the event, we will place a message on marquee sign: "See you at the FREE COMMUNITY CONNECTED HEALTH & BUSINESS EXPO September 21th 4:30 - 7:00 Thrasher Horne Center"
- Greater marketing effort to Clay County, branding shift and changed to "Clay Community Business & Health Expo" with emphasis on Free Admission
- A Community Welcome table will be set up outside the Main Entrance
- ⇒ Tables will be assigned as follows:
  - Entrance hallway tables are reserved for Title and Corporate Sponsors only
  - Tables 207 211 and 301 305 are reserved for Professional Sponsors
  - Assignment of remaining tables in Business Vendor areas is on "first come first served basis."
- Check-in for participating vendor set-up will be done this year at the loading dock on the east side only; check map for location in welcome letter package.
  - Check-in and set up hours are 1:00 PM 4:00 PM
  - Vendors must park in the east lot after unloading; the south lot will be reserved for guests
- Expo open hours are 4:30 PM 7:00 PM; all vendor tables must be staffed and remain open during the entire open schedule; no early take down will be permitted.
- All tables shall have either a professional table cloth and/or table skirted to the floor. Table skirt must reach to the floor.
- ⇒ Wi-Fi access will be available for all vendors at no charge.
- Door prizes will be limited this year (\$50 minimum); vendors are encouraged to offer drawings at their table
- Clean-up of designated table area is responsibility of participating vendor.



For assistance completing this form contact the Clay County Chamber at 904.264.2651 Cancellations must be made 72 hours prior to event



September 21, 2017 | 4:30 - 7:00 p.m.

Open to the Public

## FREE

Thrasher-Horne Center

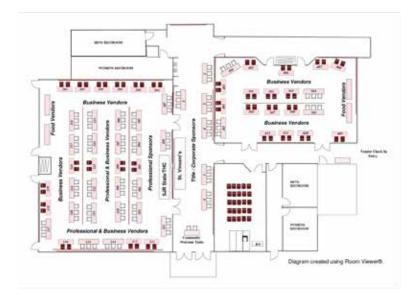
283 College Drive Orange Park, FL 32065







#### Venue Map



TO REGISTER, VISIT WWW.CLAYCHAMBER.COM

#### **Participant Pricing**

#### **REGISTER AND PAY BY September 1:**

BUSINESS TITLE - 8' Display Table - \$3,000

Four (4) vendor booths with prominent exposure at the expo, prominent recognition in the program (circulation 15,000), prominent recognition on signage at the event, on all marketing material and radio spots.

CORPORATE SPONSOR - 8' Display Table - \$1,000

Premier expo location, front page placement of logo on event collateral material, prominent overhead sign with event sponsorship level, and newsletter recognition.

PROFESSIONAL SPONSOR - 8' Display Table - \$500

Preferred expo location, prominent overhead sign with event sponsorship level, newsletter recognition, and special logo recognition in event collateral material.

BUSINESS VENDOR - 8' Display Table - \$275 6' Display Table - \$225

"First come-first served" location in Business Vendor designated areas.

ENTREPRENEUR - 4' Section - \$140

1/2 of 8' table shared; opportunity to participate at low cost! Bring lots of business cards!

NON-PROFIT - Above Pricing applies with a 20% discount.

#### **Additional Fees**

- 110 VOLT ELECTRICAL OUTLET (extension cords are not included) - \$25
- TABLE SKIRTING RENTAL \$15
- NON-CHAMBER MEMBER \$50



## What's In The News: NMCRS JAX

#### Some tidbits to share of what is happening in NMCRS land:

As of today, the local office (for 2017) has provided \$907,029 in assistance to 1288 service members. \$38,937 has been in the form of grants. The average assist equates to \$846.50% of the requests have been for the quick assist loan. 15% have been for living expenses. These would include such items as rent, food, electricity, water, phone bill.

#### **Requests:**

• Basic Living Expenses: 607

Household set up: 22

Car expenses: 271

Dental: 13

Funerals: 8

• Emergency Leave: 36

Medical: 15

Budget Only: 179



The NMCRS JAX denial rate for the year is 1%. Which means that they may not receive everything they originally request walking in the door, but leave with what is the best solution with the donated dollars.

NMCRS Jax is extremely grateful for the support of DAUAA Jax Chapter

#### HOW CAN YOU HELP????????

Contact Monica Woods at (904) 542-3515/(904) 542-4943 to volunteer some of your time to help then out. Virtually all their staff are volunteers and as you can see:

NMCRS JAX IS MAKING A DIFFERENCE FOR SAILORS, MARINES AND THEIR FAMILIES

16



In 1976, Hubbard House opened its doors as one of Florida's first shelters for victims of domestic violence and their children. Since then, Hubbard House has evolved into a full-service certified domestic violence center, providing prevention and intervention services and wrap-around care to domestic violence survivors and their children throughout Duval and Baker counties in Northeast Florida.

The mission of Hubbard House is safety, empowerment, and social change for victims of domestic violence and their families. Our vision is Every Relationship Violence-Free. Every woman, man, and child who comes to Hubbard House finds support, counseling, and education as they begin the difficult and dangerous transition to safety and peace. Victims of domestic violence and their children are not charged for the life-saving services they receive at Hubbard House. We are proud to provide victims and their children with the following programs and services:

- Emergency shelter
- A 24-hour hotline
- Group and individual support programs for adults, children, and teens living in shelter and throughout the community
- School-based prevention programs for children and teens
- Emergency response advocacy with police and medical personnel
- Court advocacy services
- Job training, placement and financial empowerment programs
- Batterer's intervention program

Hubbard House has been and continues to be an award-winning pioneer in the field. In all we do, victim safety is our top priority. We value the experiences of survivors and learn from them. We shelter approximately 116 victims and their children each day and provide services to 5,000 victims a year. If we are going to finally end domestic violence, if we are going to have a generation of children who do not have to live with violence in their home, we need your help and the help of everyone you know.

24-Hour Hotline—904-354-3114 Administration—904-354-0076 www.hubbardhouse.org



October 12, 2017 at 7:30 am
Hyatt Regency
Jacksonville Riverfront
visit www.HubbardHouse.org to register

# BAC TO SCHOOL

with



# COMPLIMENTARY Back Pack Checks for Students

Make sure your little learner's backpack fits properly, and the height and weight are not doing damage to the neck or back.

CALL 904.42.9060

# COMPLIMENTARY Wellness Kits for Teachers

Teaching is stressful, we all agree on that! Show the teachers in your life that you care about their health. Grab them a complimentary Wellness Kit, we can help combat stress' dangerous side effects!

1605 County Rd 220, Suite 165 Fleming Island



## Tory Hamlin Allstate Agency Financial Tip

#### Why Life Insurance?

What's one of the first steps to creating a secure financial future for your family? Life Insurance.

By including life insurance in your financial plan, you provide a solid foundation to protect what you've worked so hard for: the people who rely on you financially and the lifestyle and assets you've accumulated.

85% of Americans say they need life insurance, yet only 62% actually own a life insurance policy. Why? It's not easy to think about what might happen if you were not there to contribute financially to the household. Or, whether your family could afford to stay in your home without you.

Many people think life insurance is just for paying final expenses after the death of a loved one. What they don't realize is that life insurance is one of the best ways to provide an income for your family's future lifestyle - in case you are no longer there to care for them.

Remember, Life insurance is an act of love!

#### **About me:**

I've been with Allstate for over 10 years and have worn many hats. My tenure and experience has allowed me to not only understand the ins-and-outs of insurance, but also to service hundreds of families regarding their protection needs. I can help you protect the things that are important - your family, home, car, boat and more.

I'm proud to work with a company who's been serving satisfied customers for over 80 years. Customers count on outstanding financial strength and superior claims service to help protect what they value most. Allstate delivers on their promise. In fact, their outstanding financial strength and superior claims service received an A+ (Superior) rating by A.M. Best. Quality service, strength and satisfaction - that's something I'm glad to be a part of.

As a small business owner, I understand the importance of building a solid foundation for the future and developing long-lasting customer relationships. That's why I'm committed to offering you the same level of service I'd expect from my own business dealings. When you leave my office, I hope you'll feel confident, informed and satisfied in your choices. The way you should feel.

P.S What would your family do without your income? Ask our Financial Advisor how life insurance can help protect their future.

Your Trusted Advisor,

"Your Attitude can Alter your Altitude"

Tory Hamlin Agency Owner

T: 904-765-0047 F: 904-768-5056 5531 Roosevelt Blvd Jacksonville, FL 32244









## Retirement Strategies, Inc.

PATH TO CONFIDENCE







Owner/Agent: Tory Hamlin Hubbard House JACKSONVILLE



Ron McCann

(904) 269-1313

www.ronmccann.net



