



Life Happens.

Who to Contact for Membership Questions

National Membership Committee

Executive Committee Liaisons

Tom Cothron, 2024 NAIFA President | tomcothron@gmail.com

Doug Massey, 2025 NAIFA President | doug@dougmassey.com

You may also email: naifapresident@naifa.org

National Membership Chair

Dennis Cuccinelli | dennis@dcuccinelli.com | 908.310.8400

Staff Liaison, Suzanne Carawan

Vice Chair, Membership Acquisition

Adam Sachs | asachs@centinelfg.com | 781.446.5006

Staff Liaison, Randy Clark

- Enterprise sales/Ledger Deduct, Dennis Cuccinelli
- Individual Sales
- Group Sales
- Association & Marketing Partners, Mickey Straub
- Influencer /Brand Ambassador Network
- Referrals

Vice Chair, Onboarding & Retention

Brad Kadelski | brad@brookfieldpartners.com | 508.868.6765

Staff Liaison, Michele Borsuk

- Onboarding, Paul Szkotak | pmszkotak@ft.NewYorkLife.com | 609.332.7007
- Group Membership Program Retention
- Renewals
- Win-Back Programs
- Referrer Recognition

Vice Chair, Engagement Programs

Stephen Kagawa | skagawa@pacificbridge.net | 626.303.5890

Staff Liaison, Emily Cabbage

- Triangle Team (Membership, Grassroots, IFAPAC)
- NAIFA Quality Award, Ike Trotter
- Member Benefits
- Special Interest Groups
 - Future Leaders: Mark Acre (Member focus)/ Iris Nance (School/Student focus)
 - Future Workforce (DEI): Chris Gandy



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- Young Advisors: Joe Schreck
- LILI Liaison: Karen Easterling
- LUTCF Liaison
- LACP Liaison
- LECP Liaison
- EBC Liaison
- BPC Liaison

Vice Chair, Volunteer Membership Distribution Channel

Carina Hatfield | chatfield@weignerinsurance.com | 610.721.0077

Staff Liaison, Randy Clark

Regional Vice-Chairs (Reporting to Carina Hatfield)

Chris Bor, Western Region | Chris.Bor@kclife.com | 925.348.4241

- Territory Manager, Now Recruiting for this amazing Role! CA, OR, WA, AK, HI
- Territory Manager, Now Recruiting for this amazing Role! MT, WY, CO, NM
- Territory Manager, Now Recruiting for this amazing Role! NV, UT, ID, AZ

Jack Hawk, Central Region | jack@jackhawk.com | 402.990.5519

- Territory Manager, Now Recruiting for this amazing Role! IN, IL, WI
- Territory Manager, Now Recruiting for this amazing Role! NE, IA, MN, ND, SD
- Territory Manager, Now Recruiting for this amazing Role! MI, OH, WV, KY

Roger Sims, Southern Region | rdsims@ft.newyorklife.com | 336.254.1153

- Territory Manager, Now Recruiting for this amazing Role! TN, AL, MS, MO
- Territory Manager, Now Recruiting for this amazing Role! TX, LA, OK, AR, KS
- Territory Manager, Now Recruiting for this amazing Role! FL, GA, SC, NC

Tom Palmeri, Eastern Region | Thomas_Palmeri@fhfg.com | 917.442.8026

- Territory Manager, Now Recruiting for this amazing Role! VA, DC, MD, DE, PA
- Joe Templin, headgeek@unique-minds.com | 518.461.9825 CT, NY, NJ
- Territory Manager, Now Recruiting for this amazing Role! ME, MA, NH, VT, RI

NAIFA Membership Staff

Suzanne Carawan, Vice President, Membership | scarawan@naifa.org | 571.423.6387
(mobile-feel free to text)

Emily Cabbage, Senior Director, Membership | ecabbage@naifa.org | 319.240.1283
(mobile-feel free to text)



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Randy Clark, Senior Director, Membership Outreach and Engagement Program | rclark@naifa.org
| 410.610.9695 (mobile-feel free to text)

Michele Borsuk, Membership Concierge | mborsuk@societyoffsp.org | 610.526.2555
mborsuk@naifa.org (After January 1, 2024)

Ryan Buckley, Group Membership Sales | rbuckey@naifa.org

Zack Huels, Membership Manager | zhuels@naifa.org | 703.770.8223 (mobile-feel free to text)

Kevin Rara, Membership Specialist | krara@naifa.org

Contact Member Services Team to:

- Obtain receipts for membership fees
- Update your credit card information
- Update your address, email or phone number
- Register for NAIFA webinars or events

Email: info@naifa.org | Phone: 877-866-2432 | Live Chat: belong.naifa.org

Contact Chapter Services Team to:

- Report your chapter leaders
- Filing chapter reports (Chapter Excellence Award)
- Find information about cohort calls
- Inquire about FLEX team/CQC
- Obtain membership reports

Email: leadership@naifa.org | Phone: 877-866-2432