



*2024 Annual State Conference*

# **A Fantastic Voyage to Great Relationships**

**February 16-18, 2024**

**Hilton Houston NASA Clear Lake  
3000 E NASA Pkwy, Houston, TX 77058**

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*[tx.naifa.org](http://tx.naifa.org)*





# Conference Agenda

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***Friday, February 16, 2024***

**8:00 AM - 1:00 PM**

Final 2023-2024 NAIFA-Texas LILI Class | Bailey Baker

The NAIFA Leadership in Life Institute is a six-month program offered exclusively to NAIFA members who are committed to growing intellectually and professionally through deep introspection and discussion

**9:00 AM - 1:00 PM**

LILI Alumni Summit | Karen Easterling

The LILI Alumni Summit is an invite-only event, exclusively for those members who have graduated from the LILI Course in past years

**11:00 AM - 1:30 PM**

Registration & Sponsor Connections

**11:30 AM - 1:00 PM**

Spouse/Guest Lunch

**1:30 PM - 2:00 PM**

Welcome Aboard! | 2024 NAIFA-Texas President, Jim Thompson

**2:00 PM - 3:00 PM**

Anchors Away | Lieutenant Jason Redman, U.S. Navy SEAL, Motivational Speaker

**3:00 PM - 3:15 PM**

Refreshment Break & Sponsor Connections

**3:15 PM - 4:00 PM**

Special American Warrior Initiative Presentation | Louise Thaxton & Company

**4:00 PM - 5:00 PM**

Evening Instructions and Sponsor Connections | Jim Thompson & Joey Ussery

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## ***Evening Entertainment (Friday)***

***General conference participants are responsible for making their own dinner arrangements on Friday evening.***

### **5:00 PM - 6:00 PM**

#### **Welcome Reception**

Special thanks to our Welcome Reception Sponsors. The reception is open to all conference participants. Those in attendance will be provided light hors d'oeuvres and one drink ticket per person. Cash bar to follow.

### **6:00 PM - 6:45 PM**

#### **2023-2024 Leadership in Life Institute (LILI) Graduation Ceremony**

The ceremony is open to all conference participants. Please join us to learn more about the NAIFA-Texas LILI program and the journey of each graduate.

### **6:45 PM - 7:30 PM**

#### **NAIFA-Texas Past President's Reception**

This meeting is exclusive to NAIFA-Texas Past Presidents ONLY.

### **TIME TBD**

#### **Young Advisor Team (YAT) and First Timer's Event**

This event is exclusive to members 40 years of age or younger, NEW NAIFA members, and first time conference attendees.

### **7:30 PM - 10:00 PM**

#### **Texas Leaders Round Table (TLRT) Dinner**

Special thanks to our sponsor, Midland National Life! **This dinner is exclusive to current Texas Leaders Round Table members and their guests ONLY.**

**PRE-registration is required.** To learn more about the Texas Leaders Round Table program, please visit [tx.naifa.org/texas-leaders-round-table](https://tx.naifa.org/texas-leaders-round-table)



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## ***Saturday, February 17, 2024***

### **8:00 AM - 8:30 AM**

#### Breakfast & Sponsor Connections

Special thanks to our Breakfast Sponsor. Each person in attendance will be provided complimentary breakfast.

### **8:30 AM - 9:00 AM**

#### Morning Welcome & Recap | Joey Ussery, CLU, ChFC, LUTCF

### **9:00 AM - 10:00 AM**

#### Liar, Liar Pants on Fire Part 2 | Traci Brown

This is a continuation of Traci's presentation during the 2023 Annual State Conference!

### **10:00 AM - 10:15 AM**

#### Refreshment Break & Sponsor Connections

### **10:15 AM - 11:00 AM**

#### Panel Discussion sponsored by Fairway Independent Mortgage Corporation

This session is sponsored by Fairway Independent Mortgage Corporation, The Michael Inkman Team. This session will highlight the importance of having the right mindset while dealing with COVID and its aftermath, the power of gratitude, and products that were made for markets like this.

### **11:00 AM - 11:15 AM**

#### Refreshment Break & Sponsor Connections

### **11:15 AM - 12:30 PM**

#### Truth or Dare Competition | "What's the Catch?" Sponsor, Abacus Life

Special thanks to our "What's the Catch?" Sponsor, Abacus Life. NAIFA-Texas Members are highly encouraged to attend and participate in this session.

### **12:30 PM - 1:45 PM**

#### Life Happens Luncheon

Special thanks to our Luncheon Sponsor. Each person in attendance will be provided complimentary lunch.

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## ***Saturday, February 17, 2024 (continued)***

### **1:45 PM - 2:45 PM**

Liar, Liar Deep Dive | Traci Brown

This session is an interactive audience involved panel discussion led by Traci Brown, where attendees will be challenged to put their knowledge from the earlier session into practice.

### **2:45 PM - 3:15 PM**

Refreshment Break & Sponsor Connections

### **3:15 PM - 4:15 PM**

Making a Difference | Steve Gilliland

### **4:15 PM - 5:00 PM**

Closing Remarks & Sponsor Giveaways | 2024 NAIFA-Texas President, Jim Thompson

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## ***Evening Entertainment (Saturday)***

***All conference participants are welcome to attend Saturday evening's entertainment session. Each person in attendance will be provided dinner and one complimentary drink ticket. There will be a cash bar to follow.***

***Complimentary shuttles to NASA's Space Center Houston are available from 5:45 PM - 6:15 PM. Please meet in the hotel lobby to use this service. Return shuttles to the hotel will be provided following the event.***

### **6:30 PM - 9:30 PM**

NASA Dinner Reception and Leadership Awards Banquet

Special thanks to our Leadership Awards Banquet Sponsor, National Farm Life. Join us as we recognize top leaders in NAIFA-Texas for their achievements in the insurance and financial industries.

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# Conference Agenda

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***Sunday, February 18, 2024***

**8:30 AM - 9:30 AM**

Breakfast

Special thanks to our Breakfast Sponsor. Each person in attendance will be provided complimentary breakfast.

**9:30 AM - 9:45 AM**

Morning Welcome & Recap | Joey Ussery, CLU, ChFC, LUTCF

**9:45 AM - 10:15 AM**

Installation of the 2024 NAIFA-Texas Board of Directors | NAIFA National President, Tom Cothron

**10:15 AM - 11:00 AM**

NAIFA-Texas Annual Business Meeting

This meeting is for NAIFA-Texas Members ONLY. NAIFA-Texas Members are highly encouraged to attend and participate in this session.

**11:15 AM - 12:00 PM**

Closing Remarks

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**For more information about the 2024 NAIFA-Texas Annual State Conference,  
please scan the QR code below!**



<https://tx.naifa.org/2024-annual-state-conference-0>

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