



TRIANGLE TEAM

# TRIANGLE TEAM

## OUR MOST ENGAGED & LOYAL MEMBERS



## ABOUT THE Triangle Team

NAIFA's Triangle Team recognizes highly engaged members who are committed to promoting NAIFA's success. Being a good NAIFA citizen means being a full participant in three key areas: **Membership**, **Grassroots**, and **IFAPAC**. To qualify, NAIFA members complete a requirement under each category which includes:

- Membership: Recruiting 3 or more members into NAIFA Nation and/or graduating from NAIFA's Leadership in Life Institute
- Grassroots: Earned your Financial Security Advocate badge
- IFAPAC: Current contributor to NAIFA's political action committee (within the last 12 months)



**Tom Cothron**  
LUTCF, FSCP  
2024 National President  
Ocala, FL  
Loyal Member Since 1981

*"I'm proud to advance the Triangle Team member recognition program. The Triangle Team recognizes your servant leadership and commitment to advancing NAIFA."*

### About the Criteria:

- Recruiting 3 or more members to NAIFA shows your commitment to our association.
- LILI is NAIFA's six-month leadership course that encourages personal growth and service to NAIFA.
- NAIFA's FSA badge demonstrates grassroots advocacy knowledge from basic ideas to advanced concepts.
- IFAPAC amplifies NAIFA's advocacy voice in Washington, D.C., and every state capital.

### The Value to You:

- Triangle Team members form a natural study group and COI of high-achieving, like-minded people.
- Triangle Team members receive special recognition online, in social media, and at NAIFA events.

NATIONAL ASSOCIATION OF INSURANCE & FINANCIAL ADVISORS

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# Models of Servant Leadership

The Triangle Team is NAIFA's newest member recognition program that is inclusive to everyone, no matter the number of years in the business or practice specialty. NAIFA's Triangle Team members are NAIFA's biggest influencers. This program was designed to recognize the best of the best of NAIFA Nation who support our core pillars of Membership, Grassroots, and IFAPAC. Members that qualify for Triangle Team serve as natural role models to other members and deserve to be recognized and rewarded! The Triangle Team Program Qualifications include:

## Membership

Recruit at least three members to NAIFA during your membership tenure. (You can always recruit more and receive additional accolades). Or, you can qualify by graduating from the Leadership in Life Institute (LILI) program.

## Grassroots

Hold the Financial Security Advocate badge. Complete the self-paced course (approximately 2 hours) or attend one of our scheduled academies in 2024 to earn the badge in real-time. You only need to earn the badge once--there is no renewal needed; however, we would love to applaud you by attending your State Legislative Day and/or Congressional Conference each year.

## IFAPAC

To qualify for Triangle Team, you need to be a current contributor to IFAPAC which means that you have contributed in the last 12 months. There is no set amount or level you must contribute. This criterion focuses on your active engagement with IFAPAC and is an additional accolade to other IFAPAC reward and recognition levels.

2024

## Triangle Team Program

Sponsored by: **white  
glove**

This year we are thrilled to announce that White Glove will be our program sponsor of the Triangle Team. The Triangle Team Program for 2024 includes the following benefits in addition to your expanded NAIFA-FSP benefits portfolio:

- Triangle Team lapel pin and certificate
- Recognition at national and chapter events
- Recognition within our Members Portal of all Triangle Team members
- Recognition within *Advisor Today's* "I Love NAIFA" February print magazine
- 2 Special In-Person Receptions at Congressional Conference & Apex/NLC
- 2 Special Virtual Workshops on February 8th at 12 pm eastern and October 29th at 12 pm eastern with Best-Selling Author & Coach Frank Masselli

\*\*Additionally, we are looking for volunteers who want to help drive this program forward! If you are interested, please visit the Membership engagement desk or contact Emily Cabbage at [ecabbage@naifa.org](mailto:ecabbage@naifa.org).



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