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# Who to Contact for Membership Questions

## National Membership Committee

### Executive Committee Liaisons

Tom Cothron, 2024 NAIFA President | [tomcothron@gmail.com](mailto:tomcothron@gmail.com)

Doug Massey, 2025 NAIFA President | [doug@dougmassey.com](mailto:doug@dougmassey.com)

You may also email: [naifapresident@naifa.org](mailto:naifapresident@naifa.org)

### National Membership Chair

Dennis Cuccinelli | [dennis@dcuccinelli.com](mailto:dennis@dcuccinelli.com) | 908.310.8400

Staff Liaison, Suzanne Carawan

### Vice Chair, Membership Acquisition

Adam Sachs | [asachs@centinelfg.com](mailto:asachs@centinelfg.com) | 781.446.5006

- 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](mailto:brad@brookfieldpartners.com) | 508.868.6765

Staff Liaison, Michele Borsuk

- Onboarding, Paul Szkotak | [pmszkotak@ft.NewYorkLife.com](mailto: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](mailto: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:
  - Future Workforce (DEI): Chris Gandy



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- Young Advisors:
- 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](mailto:chatfield@weignerinsurance.com) | 610.721.0077

Staff Liaison, Zach Huels

#### Regional Vice-Chairs (Reporting to Carina Hatfield)

Chris Bor, Western Region | [Chris.Bor@kclife.com](mailto: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](mailto: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](mailto: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](mailto: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

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## **NAIFA Membership Staff**

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

Michele Borsuk, Senior Director Membership Renewal & Retention | [mborsuk@naifa.org](mailto:mborsuk@naifa.org) |  
610.526.2555



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

Zack Huels, Director of Member Engagement | [zhuels@naifa.org](mailto:zhuels@naifa.org) | 703.770.8223 (mobile-feel  
free to text)

Kevin Rara, Membership Specialist | [krara@naifa.org](mailto:krara@naifa.org)

Contact Member Services Team to:

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- 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](mailto:info@naifa.org) | Phone: 877-866-2432 | Live Chat: [belong.naifa.org](https://belong.naifa.org)

Contact Chapter Services Team to:

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- 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](mailto:leadership@naifa.org) | Phone: 877-866-2432