



For Immediate Release

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**NAILBA Announces Winners of 2019 ID Twenty Awards
Appreciating 20 of the Industry's innovators and trailblazers**

(Fairfax, VA, October 16, 2019) NAILBA, the Voice of Independent Distribution (ID), has announced the 2019 recipients of the **ID Twenty Awards**. In the award's inaugural year, NAILBA is honoring Independent Distribution's most courageous innovators and visionaries, who have made important contributions to the insurance profession.

"We received over 60 nominations of BGA principals, carrier executives, case managers, contract specialists, regional vice presidents, underwriters, techies, marketing and operational gurus. It was inspiring for the committee of seven BGA principals and carrier representatives to see the number of responses from the industry and learn about so many people that are making important contributions to the insurance profession," stated Dan LaBert, CEO of NAILBA.

The winners of the 2019 ID Twenty Award are:

- J. Craig Collins, President, Executive Director of Insurance Designers of America, LLC
- Gonzalo Garcia, CLU, Partner of AgencyONE Insurance Marketing Group, LLC
- Keith M Gillies, CFP, MBA, Managing Principal of Wealth Solutions
- Marc Glickman, FSA, CLTC, LTCP, Co-Founder of BuddyIns
- Ronald R. Hagelman, Jr. CLTC, CSA, LTCP, Principal of ICE FLOE Consulting, LLC
- Brian Haney, CFS, CLTC, CFBS, CIS, LACP, Founder, Vice President of The Haney Company

- Timothy M. Klusas, President and Chief Executive Officer of The Marketing Alliance, Inc. (“TMA”)
- Ken Leibow, Founder, Chairman and Chief Executive Officer of InsurTech Express
- Linda C. Levyne, CLU, ChFC, SVP, Head of Sales and Distribution of John Hancock Insurance
- Sheryl J. Moore, ACS, AIAA, AIRC, ALMI, President and CEO of Moore Market Intelligence
- Chris Orestis, CSA, Executive Vice President of GWG Life, LLC
- Amber Pate, CLTC, CLF, Executive Director of Certification for Long-Term Care
- Ryan J. Pinney, LACP, President of Pinney Insurance Center, Inc.
- Joe Ross, ChFC, CLU, CRC, Vice President of Sales Productivity & Business Development of AIG Financial Distributors
- J.R. Rubin, National Vice President of Platinum Distribution Channel
- William J. Shelow Jr. CLU, ChFC, CPCU, LLIF, President and Chief Executive Officer of LifeMark Partners, Inc.
- Michael “Slades” Sladek, National Sales Director of Mutual of Omaha
- Heather Ulz, Chief Executive Officer of LifePro Financial Services, Inc.
- Marc Verbos, Executive Vice President of AIMCOR
- David R. Wickersham, CFP, CEO of The Leaders Group, Inc., TLG Advisors, Inc.

The award winners will be acknowledged with an award on the main stage at NAILBA’s annual conference, NAILBA 38, on Thursday, November 7, 2019, at the Gaylord Texan Resort and Convention Center in the Grapevine suburb of Dallas, TX, as well as spotlighted in NAILBA’s *Perspectives* magazine in the first quarter of 2020. More information about each of the winners can be found within the honorees section of NAILBA.org.

NAILBA is the premier trade association promoting financial security and consumer choice in the insurance and financial services marketplace through independent, wholesale brokerage distribution channels. As the largest community of independent agencies and advisors, NAILBA advocates for America’s life, health, annuity, and other supplemental insurance distributors, while also providing resources, educational information and tools through its digital and print platforms.

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