

Milwaukee Agency has New District Manager

We are happy to announce that Paul H. Schiefer, FICF, was appointed district manager of National Mutual Benefit's Milwaukee Agency on March 13, 2006. Paul brings 24 years of life insurance experience to NMB, having begun his career in 1982 as an agent with The Prudential in Nebraska.



in the top 35 agencies nationwide.

In 1990, he accepted a promotion to become branch manager in Appleton, Wisconsin. Under his leadership, his staff experienced excellent results.

In 1994, Schiefer was approached by Western Fraternal Life Association (WFLA) to take on the development of an agency in Wisconsin. He accepted the challenge and, by year-end, had hired nine new sales associates and the agency began its climb to the top.

For the next 11 years, 1995-2005, Paul's WFLA agency ranked either number one (8 years) or number two (3 years). During those years, his agency produced many Rookies of the Year, Associate Agents of the Year, Agents of the Year, and many additional agent high honors.

Paul and his wife, Charlene, who now reside in Neenah, Wisconsin, will soon relocate to the Milwaukee area. They've

been married 33 years and have three adult children and four grandchildren. One of their sons, Christopher, was recently hired as district manager of NMB's Illinois Agency. This is a first for NMB—a father and son on the same management team! They are each other's biggest fans, but do enjoy a little friendly competition.

In his spare time, Paul enjoys competitive bass fishing and flower gardening. He and Charlene also enjoy traveling, especially winter trips to warm climates in Mexico and the Caribbean.

If you are interested in changing careers or know someone who might be interested, or if you need to discuss your life insurance needs, please give Paul a call at (262) 789-9580 or toll free at 1-866-789-9581. If you would prefer to stop in at the Milwaukee office, it's located at 250 Bishops Way, Suite 102, in Brookfield, Wisconsin. ♦

New District Manager Appointed in Illinois

It is our pleasure to announce that Christopher J. Schiefer, FIC, CSA, has



been named the new district manager of National Mutual Benefit's Illinois Agency effective November 28, 2005.

Chris has an associate of science degree in political science from Waubensee Community College in Sugar Grove, Illinois, and a bachelor of arts degree with a focus on business from the University of Wisconsin-Parkside in Kenosha, Wisconsin. Being a firm believer in continuing his education, Chris has earned the Fraternal Insurance Counsellor (FIC) designation and is just one class away from finishing the FICF

designation. He also holds the Certified Senior Advisor (CSA) designation, which he has found to be invaluable when working with senior clients.

Chris has spent the past seven years as a highly successful agent with Western Fraternal Life Association (WFLA), working out of the Chicago office. While at WFLA, he won all society awards possible. Chris also earned high honors six years in a row and placed among the top five WFLA agents for three years.

Recruiting new agents to the Illinois Agency is Chris' main focus and he feels his past success will be a great asset as he trains new agents and teaches them to be successful as well. The greater Chicago-land area will be his main target for recruiting as he strives to build the Illinois

agency in order to better serve National Mutual Benefit's members throughout Illinois. Chris credits his dad for inspiring him to take on a managerial role and build his own agency (see above article).

In his spare time, Chris enjoys spending time with his eight-year-old son, Austin, studying Tae Kwon Do. He also strives to keep fit weight-lifting and running. Chris and his wife, Jamie, are the proud parents of a new baby, Alexander Paul, who was born on April 14, 2006.

To arrange an insurance checkup, or to look into a rewarding new career in the fraternal life insurance business, please call Chris at (630) 821-7722 or toll-free at 1-866-662-3728. Or stop by the agency office located at 29W110 Butterfield Road, Suite 101, in Warrenville, Illinois. ♦

FOX RIVER VALLEY IS AGENCY OF THE YEAR



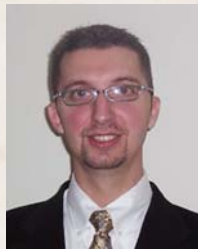
Ron Collen, FICF, LUTCF, CFFM
District Manager
(920) 922-6090
(800) 535-3911

Mission Statement

It is the mission of the Fox River Valley Agency to provide each client with a well-planned financial program which is consistent with the client's goals. Each program is to be delivered with integrity and a sincere desire to form a long-lasting relationship.



Joe Gloudemans, FIC, LUTCF
Little Chute, WI
(920) 788-1076



Dan Johnson
Fond du Lac, WI
(920) 922-6090
(800) 535-3911



Shirley Krueger, FIC, LUTCF
Fond du Lac, WI
(920) 922-6090
(800) 535-3911



Youa Lee, FIC
Green Bay, WI
(920) 217-8018



Dave Lohse
Fond du Lac, WI
(920) 922-6090
(800) 535-3911



Peter Schmitt Jr., FICF, CLU
Sheboygan, WI
(920) 458-1996



Rick Wentz, FICF
Sheboygan, WI
(920) 457-1575



Tzong Vang Yang, FIC
Sheboygan, WI
(920) 458-5664

Fox River Valley has earned Agency of the Year ten out of the past 13 years, and the Agent of the Year has come from this agency an amazing 12 times out of those 13 years. "We believe the most important product we offer is quality service," states Manager Ron Collen. "The greatest service we offer our clients is peace of mind brought about through a comprehensive financial plan. Above all, we believe we have a great opportunity in life . . . an opportunity to serve our fellow man."

Tzong Vang Yang Named Top Agent

National Mutual Benefit's 2005 Agent of the Year is Tzong Vang Yang of the Fox



River Valley Agency. This is the third time in her six-year career with NMB that she has earned this honor. Tzong first received this award in 2001

when she became the first woman in NMB's history to earn Agent of the Year and to qualify for the Million Dollar Round Table. She repeated these two "firsts" in 2002.

Tzong is truly an award-winning agent. In addition to Agent of the Year and MDRT, Tzong has earned the following awards:

- Member of NMB's prestigious Master's Club 2000-05
- Rookie of the Year 2000
- Eagle Award (for most new members) 2001, 2003
- Runner-Up Eagle Award 2000, 2002
- Century Club (for insuring at least 100 lives in a year) 2001-04

The support of Tzong's district manager, Ron Collen, is vital to her. "He is always there for me and is also a very good friend," she states. Tzong is also grateful for the support she receives from her fellow agents in the Fox River Valley Agency, saying, "We reach down and pick each other up when needed."

Tzong has a deep desire to help others and to provide the highest quality service. She credits her success to the fact that she is an active and respected member of her community (the Hmong community in Sheboygan, Wisconsin) and has been for nearly 25 years. "I know I can make a difference in their lives," declares Tzong. "I want them to know they can count on me." ♦

We Remember Louise B. Schwab

Louise B. Schwab, wife of former NMB President Marcus J. Schwab, passed away on January 28, 2006, at the age of 102 after a long and wonderful life. Born in South Dakota, she came to Madison as a young adult and worked at National Mutual Benefit where she met her future husband, Marcus. They were able to celebrate 40 years together prior to his passing in 1973. Her husband spent his entire working career at NMB.

Mrs. Schwab was very active in her church over the years, and in her local garden club, having earned many ribbons of various colors for her flower arranging skills. In the past four years, her weaving projects at an assisted living facility resulted in more blue ribbons.

Mrs. Schwab is survived by many nieces and nephews, and will be remembered for her charm, wit, and creativity. ♦



BRANCH VOLUNTEER LEADER ELECTIONS

We're looking for a few good volunteers!

Do you enjoy helping people or getting involved in a neighborhood project where you can make a difference using your strengths and skills on a voluntary basis?

During October and November of this year, National Mutual Benefit service chapters (called branches) will be holding their elections of volunteer branch leaders for the 2006–07 term. If there is an active branch in your area, you will be notified by mail of the date and place of the meeting.

If you are a caring, self-motivated individual who wants to make a difference in your community, go to the home page on our Web site at www.nmblife.org and click on "Branch Locations." Then click on the state you live in to find the closest branch to you, or call Fraternal Services at (800) 779-1936, to learn more about the good things National Mutual Benefit branch volunteers do to help their neighbors. Volunteer and you could start making a difference today!



LAST
CHANCE
to enter!

NMB's 2006 AMATEUR PHOTO CONTEST

Keep your camera handy for photo opportunities at family get-togethers, on vacation, or in your neighborhood. Then enter NMB's 2006 Amateur Photo Contest for members of all ages. You could win up to \$150 in cash!

SUBJECT CATEGORIES: People, Animals, or Scenery

PRIZES: The following cash prizes will be awarded for each category:
First Place – \$150 • Second Place – \$100 • Third Place – \$75
Honorable mention \$25 prizes may also be awarded in each category.

RULES: It is important that you follow the contest rules listed below or your entry could be disqualified.

1. You must have an NMB life insurance policy or annuity contract.
2. Members of all ages may enter.
3. Only one entry per member accepted.

4. The subject of your photo must be of People, Animals, or Scenery.
5. Your entry must have been photographed by you in the past year.
6. 8" x 10" black & white or color prints are preferred. If your entry is a digital photo, please use high resolution and high quality settings when taking the photo.
7. Framed or matted photos, and photos that won awards previously, will not be accepted. No professional photos accepted.
8. Your **name, address, policy number, and photo title** must appear legibly on a label attached to the back of the photo.
9. Entries must be postmarked on or before **June 30, 2006.**
10. All entries become the property of National Mutual Benefit and will not be returned.
11. **Mail entry to:** Fraternal Services, National Mutual Benefit, P.O. Box 1527, Madison, WI 53701-1527.

