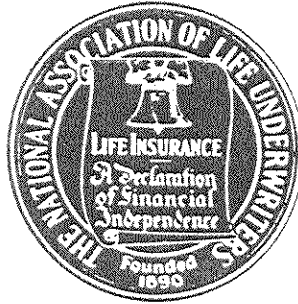


# Northwest Jersey Association of Life Underwriters



October 12, 1994  
WEDNESDAY!  
LEGISLATIVE LUNCHEON  
Gary Cupo, CLU, ChFC

Gary Cupo has been asked to be the moderator of our annual legislative luncheon. There are many local assemblymen and senators who come to visit for lunch. Gary will highlight the current issues being discussed in Trenton today, including the state's current health care reform.

Having begun his career in 1973 as a specialist in employee benefits, Gary has been a consultant for Fortune 1,000 companies and he has worked with both state and national association programs. Gary is a member of the American Society of CLU and ChFC, and a charter member of AHIA. He is currently the president-elect of the State Board of the National Association of Health Underwriters (NAHU). Gary has served in many State level chairs in NAHU, including Law and Legislation and he has been an instrumental player in the formulation of health care reform itself in the State of New Jersey.

During the formulation of health reform legislation in 1993 and early 1994, Gary worked closely with Assemblyman Scott Garrett and political analyst Mark Baro to revise the original plan to the more favorable regulations that exist today. In the process of doing this, Gary has come to work closely with both the Senate and the Assembly majorities and has become a well known figure in Trenton. He has attended weekly State Employer Health board meetings and spoke publicly on behalf of insurance agents at both of the 1993 public hearings on health care.

We owe a great deal to Gary Cupo and are honored to have him as modera-

insurance

professional association

**N • A • L • U**

**NORTHWEST JERSEY ASSOCIATION OF LIFE UNDERWRITERS**

P.O. BOX 831  
MORRISTOWN, NJ07963-0831

October 14, 1994

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Mr. Gary Cupo  
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Dear Gary,

Thank you for the outstanding job you did on our October 12th meeting for the legislative luncheon. Several people came up to me afterwards and said that I "picked the right guy" for this kind of a meeting. I personally felt that the interplay between you and the legislators was extremely well done.

I am sure I speak for the entire board and our membership at large when I thank you for all your great help.

Sincerely,

  
William C. Corson, CLU, ChFC