The Foundation for FSP hosted its sixth annual national Industry Issues Competition at the FSP Arizona Institute in Phoenix, Arizona, on January 23, 2017. Finalist teams of students from University Partner Program colleges and universities offered oral presentations on the topic, Career Opportunities: Evaluating Careers and Attributes for Success in the Financial Services Profession. Prior to the oral presentations, various student teams submitted papers in which they researched and analyzed distinct financial service career paths, the importance of being active in a professional association, the benefits derived from developing and maintaining professional relationships and the value of mentorship to career success. The finalist teams were selected from the number of teams submitting papers.

The team from University of Missouri–St. Louis—Emily Donaldson, Jacob Duren, and Adam Tiemann—directed by Professor Gary Flotron, MBA, CLU, ChFC, AEP, took first prize. The second place winner was Utah Valley University - Trent Colledge, Brian Miller, and Taylor Vance - directed by Professors Lukas R. Dean, PhD, and Laura Ricaldi, PhD, MBA, CFP. Third place went to University of Akron - Cassandra Cameron, David Casalinova, and Jake Marty - directed by Professor Barry Mulholland, PhD, MBA, CFP, ChFC. The University of Missouri–St. Louis team won $5,000 in scholarship funds. The Utah Valley University team took home $3,000, and University of Akron, $2,000 in scholarship funds for their schools.

Judging Panels

Oral presentations at the Arizona Institute were judged by: Thomas L. Petsche, CLU, ChFC, RHU (Chair, Judging Panel); Ernest J. Guerriero, CLU, ChFC, CPC, CEBS, CPCU; Stephen F. Libby, CLU, ChFC, RHU; John K. Mulvey, Jr., CLU, ChFC, AEP; Elizabeth A. Schwarzman, CLU, ChFC; Patricia A. Solberg, CLU, CFP, LUTCF; and Elvin D. Turner, JD. Written presentations were judged by: R. Clifford Berg, CLU, ChFC, AEP, MSFS (Chair, Judging Panel); April Caudill, JD, CLU, ChFC, AEP; James B. Lammers, CFP, CLU, ChFC; Kevin D. Lindblom, CLU, ChFC, LUTCF; Gregory W. Schlaudecker, CLU, ChFC; Mary J. Schneekloth, MBA, C.P.M., CLU; and Richard M. Weber, MBA, CLU, AEP.

Special thanks to current Foundation for FSP President and Master of Ceremonies, Michael P. Dow, CPA, CLU, ChFC, AEP and Competition Marshall, Richard A. Bell, CLU, ChFC, CFP, MSFS, RHU, REBC.

The Foundation for Financial Service Professionals is committed to both educational and community outreach projects, including: the Paul S. Mills Scholarship; The Kenneth Black Journal Author Award and Financial Education Partners. Contact Anne Rigney, JD, CLU, ChFC at arigney@financialpro.org.