

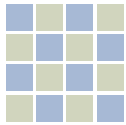
# 2010 ANNUAL REPORT

FOUNDATION FOR FINANCIAL SERVICE PROFESSIONALS



FOUNDATION FOR™  
**FSP**  
Financial Service Professionals





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Anne Rigney

### *Dear Friends of the Foundation for Financial Service Professionals:*

"Gratitude is happiness doubled by wonder." This quote from English writer and philosopher G.K. Chesterton was cited by ethicist Ron Duska, PhD, in the Journal of Financial Service Professionals. Dr. Duska also stated that the "recognition of gratitude as an obligation and a virtue provides us as professionals with a rationale for helping others."

These words hit home with me as I thought about how truly grateful I am for your generosity of both time and financial support for the work of the Foundation. And that gratitude is doubled when put in context of the current challenging economic conditions. Giving and giving back have exacted a higher toll this past year, but still you continue to help others.

You have shared your professional expertise so that our pro bono financial counseling program, Financial Education Partners (FEP), can solve problems and create peace of mind for individuals on the brink of financial crisis.

You have made generous donations so that we can continue to build FEP in FSP Chapters throughout the country.

You have helped us celebrate and encourage excellence through your support of the Foundation's other key initiatives—the American Business Ethics Award program, Paul S. Mills Scholarships, and Journal Author Awards.

You have set the standard for philanthropic distinction, and for this I am most grateful.

Thank you.

Roderick P. Hansen, CFP, CLU, ChFC  
Chairman of the Board of Trustees



## Mission Statement

To foster research, education, and ethical practice among financial service professionals to benefit the public.

# Programs

## Paul S. Mills Scholarships

Paul S. Mills Scholarships encourage ongoing professional development among financial service practitioners.

### 2010 Recipients

- Evan Fabricant,  
Richmond, Virginia
- John K. Mulvey, CLU, ChFC, AEP,  
Albany, New York
- Richard C. Murphy, CLU, LUTCF,  
Syracuse, New York
- James R. Waldorf, CLU, CFP,  
Dallas, Texas
- Scott R. Wollenberg,  
Houston, Texas

## Journal Author Awards

Journal Author Awards advance scholarly research and writing to build the base of knowledge in financial services.

### 2010 Recipients

- First Place:  
Kathleen M. Gounaris,  
PsyD, MBA, and  
Maurice F. Prout, PhD
- Second Place:  
Steve Vernon, FSA
- Third Place:  
Carl M. Rosenfeld,  
CPA, PFS, CFP, MST and  
Edd H. Hyde, CFP, CIMA, AIFA

## Financial Education Partners

Financial Education Partners provides pro bono financial counseling to individuals in need who are referred to the program from community outreach organizations, such as Habitat for Humanity, the American Cancer Society, and the National Multiple Sclerosis Society. FEP is a recipient of the MS Society's prestigious "Making a Difference" award.

## American Business Ethics Award

American Business Ethics Award recognizes ethical practices in the American business marketplace.

### 2010 Recipients

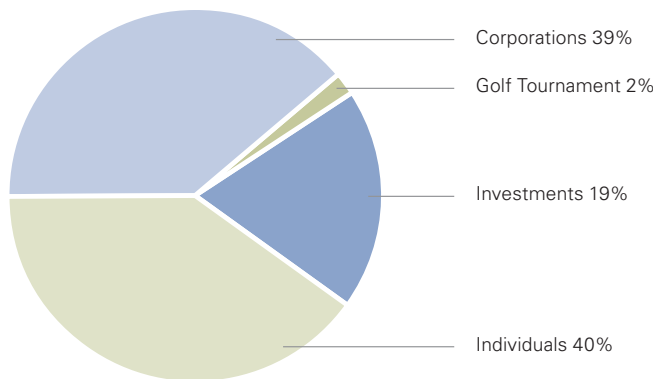
- Small Company:  
Integrated Project  
Management Company, Inc.,  
Burr Ridge, Illinois
- Midsized Company:  
Merrick & Company,  
Aurora, Colorado
- Large Company:  
Eat'N Park Hospitality Group,  
Homestead, Pennsylvania



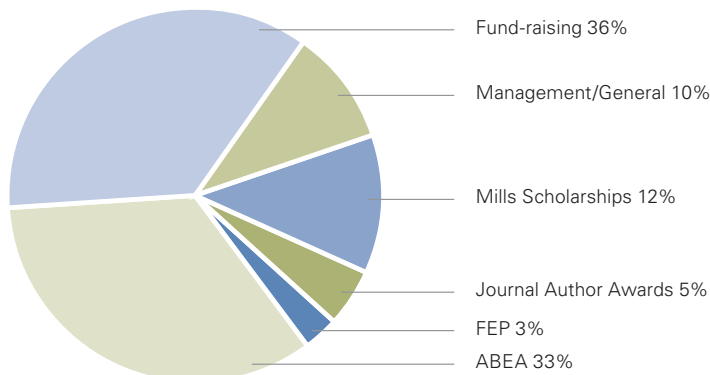
*“Over the past 12 years, PAETEC has received numerous accolades regarding our network, customer service, and growth, among other things. However, personally as Chairman and CEO, the award I’m most proud of is our American Business Ethics Award in 2005.... Receiving the American Business Ethics Award has provided PAETEC dividends beyond measure.”*

– Arunas Chesonis,  
Chairman & CEO, PAETEC,  
2005 ABEA recipient

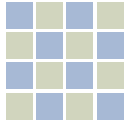
## Sources of Funds



## Uses of Funds



# Foundation Contributors



*“The American Business Ethics Award is one of those rare recognitions for those companies who insist on a higher standard. Our employees proudly communicate our receipt of this award as validation of their efforts to act with integrity, communicate openly and honestly, and treat everyone with respect.”*

– Larry Parsons, VP & Chief Ethics and Compliance Officer, Freescale Semiconductor, Inc., 2007 ABEA recipient

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 Terri Jeter-McAvoy  
 C. Kevin Jones  
 Timothy L. Jordan  
 David M. Jungquist  
 John B. King-Beckles  
 Frank I. Kintzle  
 Kevin K. Kishimori



Pictured left to right,  
 2010 American Business  
 Ethics Award winners,  
 Jo Jackson, CFO,  
 Integrated Project  
 Management Co., Inc.;  
 Jeff Broadhurst, CEO,  
 Eat'N Park; Ralph N.  
 Christie, Jr., Chairman,  
 President & CEO,  
 Merrick & Company.

June Klaassen  
 Gerald E. Koll  
 Rozanne Azelton Kraft  
 R. Charles Kuriger, IV  
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 Ronald K. McQueen  
 John J. Meyer  
 Herbert F. Mischke  
 John K. Mulvey, Jr.  
 National Capital Chapter  
 Ronald H. Niederhaus  
 Norfolk-Tidewater Chapter  
 North Jersey Chapter  
 Michael G. O'Neill  
 Terry L. Owens  
 Palm Beach County Chapter  
 G. David Parent

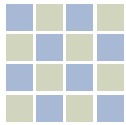
William T. Parker  
 Thomas L. Petsche  
 Geoffrey E. Pfeiffer  
 Edward H. Pike  
 Paul M. Pistilli  
 Richard L. Poitras  
 Donald W. Poppe  
 Laurene B. Prevette  
 Michael Quinlivan  
 Olin B. Ragsdale  
 Michael J. Reid  
 San Fernando Valley Chapter  
 Donald B. Shannon  
 Ray A. Silva  
 Robert O. Smith  
 Gary D. Speicher  
 Joseph Sreshta  
 John C. Still, III  
 Laurence K. Strickler  
 Leo E. Strine  
 David R. Stromecki  
 Kenn B. Tacchino  
 Bruce A. Tannahill  
 John E. T. Taylor  
 John R. Telich, Sr.  
 Gregory J. Terlecky  
 Ruth G. Timme  
 Humberto Torres, Sr.  
 David M. Trail  
 Jeffrey B. True  
 continued on next page



*“Financial Education  
 Partners is a great project.  
 Years ago I learned that you  
 have to give back in life. You  
 can’t go through life and just  
 take. My FEP client was  
 going through a difficult  
 divorce and I was able to  
 give her some direction on  
 health insurance and life  
 insurance considerations.  
 And by helping Ms. J., I  
 became the beneficiary  
 because I learned so much  
 about others that I can apply  
 in my practice.”*

– Tom Parsons, CLU, AEP

# Foundation Contributors



*“Being chosen as one of the Paul Mills Scholarship recipients was a wonderful honor.... It was also tremendous affirmation to know that I am approaching the financial services business the proper way for long-term success.”*

– Evan Fabricant,  
2010 Paul Mills Scholar

Stuart G. Tugman  
Allan J. Turoff  
Frank B. Urso  
James R. Waldorf  
David M. Watson  
David R. Watson  
Jon W. Webber  
Mark A. Weber  
Joseph Weinkle  
Kelly A. Wellborn  
William W. Werber  
Western Massachusetts  
Chapter  
Edward L. White  
Joel K. Williamson  
Rolf M. Winch  
Mary C. Wysong  
Ronald L. Yoder  
Michael J. Youso  
Alan R. Ziegler

#### **Friends Other gifts**

Anne M. Albertine  
Christopher R. Anderson  
A. Robert Balow  
George M. Barberich  
William E. Bates  
Henry W. Beuttel  
Brian Branda  
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### **Foundation Council \$7,500 Pledge (over 5 years)**

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Ann W. Hartmann  
Richard H. Lindsay  
Mitchell G. Rubin  
Dale A. Vetter

### **Chairman’s Council \$2,500 Pledge (over 5 years)**

Stephanie J. Curry  
Patricia A. Nowak  
James W. Tait  
James J. Tyrpak  
Richard M. Weber

### **Millennium Club \$1,000 Pledge (over 5 years)**

Ben G. Baldwin, Jr.  
Bruce Bare, Jr.  
Mickey L. Batsell  
Gary S. Bedford  
Carol A. Brink  
Paul M. Brustowicz

Pictured left to right,  
Rob Coleman, Jim  
Christian, Jennifer  
O’Neill, Mike O’Neill,  
winning foursome of the  
2010 annual golf  
tournament to support  
the Foundation for FSP.



Keith G. Burck  
 Central Missouri Chapter  
 James M. Christian  
 Robert C. Coleman  
 Kay I. Dempsey  
 Richard M. Denton  
 Thomas G. Doncaster  
 Michael P. Dow  
 John R. Driskill  
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 W. L. Seawell  
 Ray A. Silva  
 Robert O. Smith  
 Gary D. Speicher  
 John C. Still, III  
 Leo E. Strine  
 Bruce A. Tannahill



Paul S. Mills 2010 winners. Pictured standing (l to r) Richard Murphy, Scott Wollenberg, and Evan Fabricant. Seated are Jim Tyrpak and Jack Mulvey.

John E. T. Taylor  
 John R. Telich, Sr.  
 Gregory J. Terlecky  
 Stuart G. Tugman  
 Frank B. Urso  
 David R. Watson  
 Kelly A. Wellborn  
 Edward L. White  
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 Martin F. Henderson  
 Laurene B. Prevette  
 David R. Stromecki  
 Ruth G. Timme  
 Jeffrey B. True  
 Allan J. Turoff  
 James R. Waldorf

**2010 Golf Tournament  
 Chairmen**

Michael P. Dow  
 Geoffrey E. Pfeiffer

**2010 Golf Tournament  
 In-Kind Sponsor**

Bruce A. Tannahill

**2010 Golf Tournament  
 Tee Sponsors**

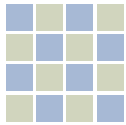
Mickey L. Batsell and Individual  
 Commercial Brokerage  
 R. Clifford Berg, Jr.  
 Buffalo Chapter FSP  
 CBIZ  
 Central Illinois Chapter FSP  
 James M. Christian  
 Dallas Chapter FSP  
 Delaware Chapter FSP  
 Jack D. Dempsey  
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 Planning and Wealth  
 Management  
 Eastern Iowa Chapter FSP  
 Eastern New York Chapter FSP  
 Greater Philadelphia Chapter FSP  
 Greensboro Chapter FSP  
 continued on next page



*Our MS Chapter never  
 hesitates to refer our clients  
 to the FEP program.  
 Questions are answered in a  
 timely, direct, and  
 experienced manner.”*

– Audra Hindes, MSED, MHC,  
 Director, Clinical Programs,  
 National Multiple  
 Sclerosis Society,  
 Southern California Chapter

# Foundation Contributors



*To be honored by the Foundation directly speaks to the professional pledge taken the day I received my CLU designation many years ago.*

– Richard C. Murphy, CLU, LUTCF,  
2010 Paul Mills Scholar

*“At Merrick, ethics is a core value with an expectation that it will be practiced every day by everyone. This award is recognition and validation that Merrick’s employees are focused on ethical behavior every day...”*

– Ralph W. Christie, Jr., PE,  
Chairman, President & CEO,  
Merrick & Company,  
2010 ABEA recipient

Roderick P. Hansen & Pacific Life  
Ann W. Hartmann  
Milwaukee Chapter FSP  
North Jersey Chapter FSP  
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South Jersey Chapter FSP  
Twin Cities Chapter FSP  
Vermont Chapter FSP

### Golfing Friends of the Foundation

Anthony J. Domino, Jr.  
John R. Driskill  
Thomas D. Hegna  
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### 2010 Golf Tournament Participants

Michael L. Batsell  
R. Clifford Berg, Jr.  
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James M. Christian  
Robert C. Coleman  
William B. Cox  
Charles W. Daniels  
Richard M. Denton  
Michael P. Dow  
Roderick P. Hansen  
Bob Harvey  
John B. King-Beckles  
Stephen F. Libby

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Adorjan S. Toth  
Stuart G. Tugman  
James J. Tyrpak  
Samuel G. Wurtzel

## GIVING OPTIONS

5-year Pledges	Foundation Council.....	\$1,500/year for 5 years
	Chairman’s Council .....	\$500/year for 5 years
	Millennium Club .....	\$200/year for 5 years
	Centennial Club .....	\$100/year for 5 years

Annual Giving Levels	Founder Level.....	\$5,000 +
	Adviser Level.....	\$1,000 to \$4,999
	Planner Level.....	\$500 to \$999
	Mentor Level .....	\$100 to \$499
	Friend Level.....	Other gifts

Lifetime Giving Levels	Trustees Circle.....	\$25,000 +
	Stewards Circle .....	\$10,000 to \$24,999
	Scholars Circle.....	\$5,000 to \$9,999
	Leaders Circle.....	\$2,500 to \$4,999

### Legacy Giving

Legacy giving provides a valuable way to support the Foundation’s mission. Please consider making the Foundation a part of your integrated estate and financial planning through gifts of life insurance and/or testamentary bequests. Contact Anne Rigney (arigney@financialpro.org) if you would like to discuss this option.