

WE ARE HERE FOR YOU

#100%MemberRetention



ANSWERS 2020 IS MOVING TO AN ONLINE FORMAT

DISCOUNTED 2021 DUES – 100% MEMBERSHIP RETENTION IS THE GOAL

CLE CREDIT AVAILABLE TO ALL MEMBERS

June 1, 2020

Dear ALFN Members and Colleagues:

Due to the continued concerns and issues surrounding COVID-19, the ALFN has made the difficult decision to cancel the in-person ANSWERS – ALFN's 18th Annual Conference. Given the restrictions on travel, social distancing challenges, restrictions on events and large gatherings, foreclosure moratoriums, and the continued uncertainties surrounding this pandemic, we believe this is the best course of action. However, ALFN is committed to offering continued education and industry collaboration by bringing you 9 valuable online learning sessions during the weeks of July 20-August 17. We are pleased to offer this content to you at **no additional charge**. CLE credit will be available at \$75 per state for each presentation.

Here is our plan for the next three years of ANSWERS:

- **18th Annual Conference - ANSWERS 2021** – July 18-21, 2021, Hyatt Regency Coconut Point Resort, Bonita Springs, FL
- **19th Annual Conference – ANSWERS 2022** – July 17-20, 2022, Hyatt Regency Tamaya Resort, Santa Ana Pueblo, NM
- **20th Annual Conference – ANSWERS 2023** – July 16-19, 2023, Park Hyatt Beaver Creek, Beaver Creek, CO

As we are all dealing with the challenges created from COVID-19, ALFN is offering some enhanced membership benefits and incentives that will provide direct ROI for your continued support. It is our goal to maintain **100% member retention**, and continue to remain a vital leadership resource to have your voices heard and in providing you with the premier educational offerings you have come to expect from the ALFN.

Here are some of the ways we would like to help our members and thank you for your continued support:

- **15% Dues Discount for 2021 Membership Renewal** – Members that pay their 2020 membership renewal dues in full by Dec. 31, 2020, will receive a 15% discount on your 2021 membership renewal dues.
- **Payment Assistance** - Installment plans, credit card payments and payment deferrals are available for 2020 membership dues, and for any ads and sponsorship purchases made in 2020. No additional fees charged for these alternative payment methods.
- **2021 Membership Dues** – Installment plans and credit card payments accepted for all members, with no additional fees.
- **Former Members Re-Joining** – Any member that had a cancelled membership and wants to re-join the ALFN in 2021 will not be charged any re-joining or initiation fees.
- **Enhanced Online Educational Offerings** – Additional webinars and online content offered at no additional cost to our members.
- **ANSWERS Online Presentations** – The educational sessions we had planned for ANSWERS will now be hosted in an online learning format. We are offering these 9 sessions free of charge to our members.
- **CLE Credit** – No less than 10 of our online presentations in 2020 will include CLE credit opportunities (\$75/state).
- **Discounted Ad Purchases** – Discounts will be provided for all ads and upgrades purchased for the remainder of 2020 in the Legalist, WILLED and ANGLE publications.
- **New Webinar Sponsorship Opportunities** – Newly designed sponsorships are available at a lower cost to provide continued branding and marketing opportunities for our members.
- **ASSURE Rewards Program** – Members that had achieved ASSURE Rewards status after ANSWERS 2019 will remain in the program through and including ANSWERS 2021.

ALFN has a vested interest in seeing all of our members pull through these challenging times with good health and financial strength. Please reach out to us and let us know how we can continue to help. **WE ARE HERE FOR YOU!**

Sincerely,



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