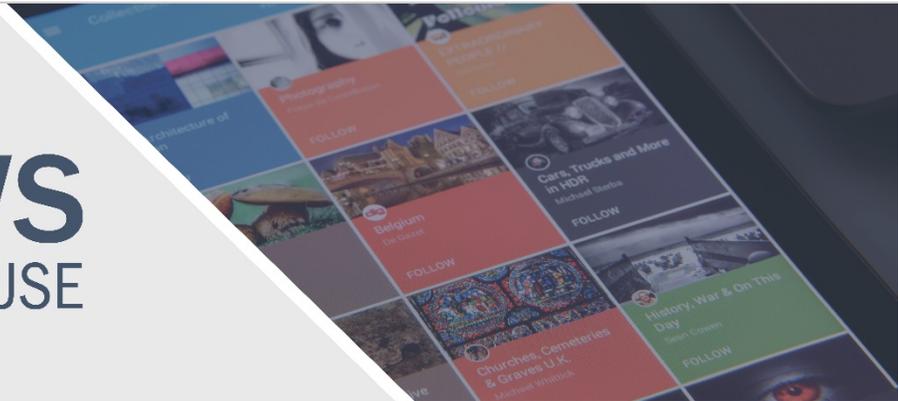


# NEWS YOU CAN USE



July 31, 2020

## Foundation Finds, Problem-Solving Resources

*Foundation Finds will take place over the next several weeks and will give you an inside look into the new Foundation, launching in September.*



AALU/GAMA Foundation Trustee, Bruce Davison,  
on Succession Planning as Retention Tool

Powered by The AALU/GAMA Foundation

**This Week's Resource:** Succession Planning as a Retention Tool is a terrific tool for

mid-career producers/advisors/firms wanting to explore the issue of retention in a creative way and the potential impact of practice succession.

Succession planning may seem an unlikely topic for an eBook on retention – in one, you are transitioning people out of the business, and in the other, you are working to keep them in it. But time and again, professionals in our study emphasized succession planning as a key part of their retention strategy.

***Research brought to you by the AALU/GAMA Foundation - For the Field. By the Field.***

>> **[Download this resource for FREE today](#)**

## **Next COVID Stimulus Package**

- The **GOP proposal released Monday** sets the counterpoint to Speaker Pelosi's HEROES Act.
- The parties agree on additional direct payments and more PPP money.
- The counter levers in the negotiation will be liability protections versus unemployment insurance & total scope of the package.
- A few Republican Senators have been vocal about their opposition to this week's proposal. This fact improves the negotiating strength of the democratic position.
- Ultimately, the Democrats' unified desire for another big package, combined with the vulnerability of the Republican majority in the Senate and the White House, suggests another deal will be reached by mid-August.



## Townhall with Congressman Neal at Beacon 2020



Save the date for ***Death and Taxes: Realities of the Coronavirus: A Discussion with Ways and Means Chairman Richard Neal, Wednesday, August 5, at 11:30 a.m. EDT.*** AALU/GAMA experts and Congressman Neal will give you a behind-the-scenes look at the Congressional response to COVID-19. As Chairman of the House's chief tax writing committee and a former life insurance agent, Congressman Neal has unique insights on how policy changes can affect your business and clients. As the federal deficit grows, learn more about what future tax legislation could look like following the global health crisis. Join us to discuss Congress' work on the country's

economic recovery and efforts to help small businesses and their employees.

Want access to this exclusive live event with a member of Congress? **AALU/GAMA members get to register for the entire Beacon 2020 virtual experience for FREE** - simply submit a **registration** for access.

**On-Demand Release:**

This week, Beacon participants heard from experts on *Expanding Executive Compensation for Recruitment and Retention: An Intro to Nonqualified Plans*, *Underwriting as a Credit Score*, and much more. **Click here** to view the full line-up of what was released this week.

>> **Register for Beacon to access these resources and more**

**2  
SEP**

**SAVE THE DATE:**  
Women's Leadership -  
Fearlessly Focused on the  
Next Normal

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Our mailing address is:

AALU/GAMA

101 Constitution Avenue  
Suite 703 East  
Washington, D.C. 20001