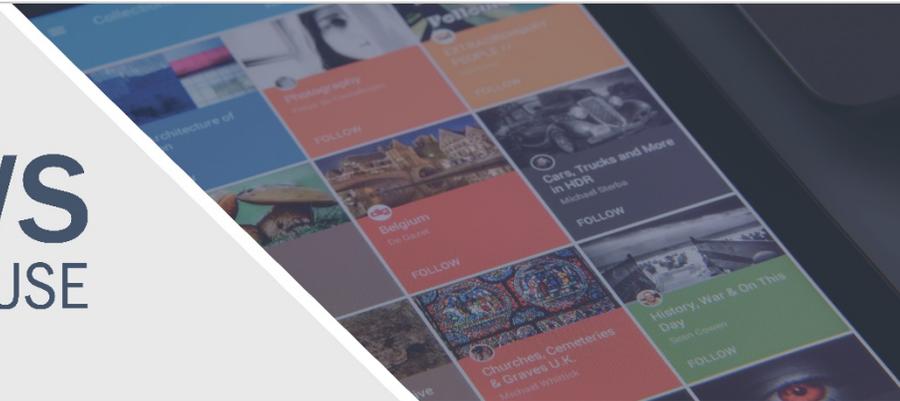


Your weekly update on AALU/GAMA and industry news.

AALU  GAMA

NEWS YOU CAN USE



August 21, 2020

Foundation Finds, Problem-Solving Resources

 AALU/GAMA FOUNDATION
FOR EDUCATION • RESEARCH



Dave Saviage, Research Chair of the AALU/GAMA Foundation, describes why he loves this insightful podcast from the Foundation's Building a High-Performance Business research.

This Week's Resource: *Seek Out and Become Early Adopters of New Ideas* - featuring Travis Hart and Misty Weltzien. Travis and Misty explain why change is important, why leaders are always looking to innovate, and why change should be embraced. Also, the importance of listening to what your customer wants and what other companies are providing.

Education and research brought to you by the AALU/GAMA Foundation - For the Field. By the Field.

>> **[Listen to this podcast today](#)**

What's an Employer to do on Payroll Taxes?

We've gotten quite a few questions about President Trump's Executive Order (EO) related to deferring payroll taxes. The EO directs the Treasury Department to allow employers to defer 6.2 percent of the employee's share of Social Security taxes from September 1, 2020, to December 31, 2020. The Treasury Department will provide further guidance on the implementation of the EO. **[Read on for more](#)**. Your AALU/GAMA team will update this analysis when new information becomes available.



**2
SEP**

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Find Solutions for Your Business at Beacon 2020

Connecting our participants with products and services needed to be successful in their business, Beacon's Virtual Solution Halls use a state-of-the-art technology platform to create an environment that transports the participant out of their home and into a live event.

Here participants will learn new skills, engage in private chats, download educational materials, and view on-demand videos from over 35 solution providers covering every aspect of the financial security profession.

Save the Date: The Beacon 2020 Solution Halls open on August 26!

>> **[Learn more about our Solution Halls and Sponsors](#)**

Master Storytelling from a Pixar Original Story Creator



Our next mainstage session for Beacon 2020 is less than a week away! Join us, Wednesday, August 26 at 11:00 a.m. EDT for *Crafting your Story for a Virtual World*, sponsored by Principal. You'll hear from Pixar Original Story Creator Matthew Luhn on the power of story telling and how it can be your most powerful tool of persuasion and leadership.

Not registered for Beacon? Its never too late to register for this first-of-its-kind event. AALU/GAMA members get full access to Beacon for **free**, so be sure to take advantage of this special member benefit today!

>> **[Register for Beacon now](#)**

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