



Associations



The Westchester Association of Insurance and Financial Advisors (WAIFA) is widely known in NAIFA circles for continuously developing new leaders, as opposed to recycling old ones. Creator of the association's Leadership Development Program is El Silverman, 3rd from right. He is flanked by associates who helped him present the WAIFA program at the recent NAIFA convention in Baltimore. Shown (l-r) Linda Rey, Marc Neuburger, Chuck Wild, Silverman, Matthew Cuomo and Frank Kolovic.