



National Association of Insurance &  
Financial Advisors of Massachusetts

Advocate, Educate, Differentiate.

June 2020

To Whom It May Concern,

My name is Adam Marino and I am currently the Programs Chair for NAIFA Massachusetts.

Recently, I had the opportunity to see Dr. Jerry Teplitz and his presentation Managing Your Stress in These Difficult Times. Originally, we had planned to have Dr. Teplitz address our group in person, but due to the current pandemic, we had to shift and make this event virtual. As the one responsible for putting on these events this gave me cause for concern. After the fact I will say this concern was misplaced as the virtual seminar Dr. Teplitz gave is one of the best I have witnessed as a financial advisor. The presentation went off without any issue whatsoever, and the material was extremely impactful and kept everyone engaged the entire time. After talking with our attendees, I believe the most impressive part had to do with the introduction to meditation. This is an area many of us have heard about, but what I felt was different was Dr. Teplitz explained an easy and simple way to get started. He went over what our expectations should be and how long it may take to get results. And he also gave multiple examples and stories on how the practice has influenced his life over the years.

We had such positive feedback we will be bringing Dr. Teplitz back to address the group in person to continue and grow the lessons we all learned recently.

I think Dr. Teplitz would be an asset for any group of financial professionals as his experience and wisdom and ability to speak towards impactful areas makes him a unique resource for any group he addresses.

Respectfully,

A handwritten signature in blue ink, appearing to read "Adam Marino", with a long, sweeping horizontal line extending to the right.

Adam Marino, CFP®, CLTC