

A Word of Encouragement

On March 27th, I wrote a memo to all our members regarding what was happening with the Coronavirus and how it was impacting every one of us. At that time, we were very uncertain what the rest of 2020 would look like, and we are still uncertain. What I said then, still applies now 4-1/2 months later:

The HCI family is.... a family. As a family, we care about all of our members and their families and their customers. We know that the professionals we meet and get to know at Peer Group conference, in our offices and online care about each other and want each other to succeed and to be safe.

WE ARE SUCCESSFUL TOGETHER

WE ARE STRONGER TOGETHER

WE ARE SMARTER TOGETHER

WE ARE SAFER TOGETHER

WE ARE BETTER TOGETHER!

When Bankers, Partners and PTOs do business together, we do it with respect, care and understanding that the future for all of us includes each other.

And now as we look forward to 2021 and the return of travel, we have created a conference theme that is sounding familiar:

ON THE ROAD AGAIN - CREATING NEW PATHS TOGETHER.

The word "together" has never felt so important. Our families, our friends, our business acquaintances and the friends we have not yet met all around the world need to all be thinking of each other, embracing the need to protect our world community and

band together for the benefit of us all.

Ted Nelson

HCI Executive Director