



2019 Edward H. Downs Memorial  
Award Nomination Form

Name of Nominee: \_\_\_\_\_ Local Association \_\_\_\_\_

Fill in the following information and attach supporting materials if desire. Be specific.

- 1.) Personal Background, i.e. Family, Hobbies, Schools Attended, Educational Accomplishments, Religious/Spiritual Involvement.
- 2.) Career Background, Years in Business, Company and Industry Accomplishments, Type of Insurance Business.
- 3.) Local and State NAIFA Association Involvement and Accomplishments.
- 4.) Community Involvement, Accomplishments and Positions Held (if any).

NOTE THESE GUIDELINES : Nominee need not have ever held a State Association Office, but if a past state president at least three years must have passed. Nominee must have at least five consecutive years of membership in NAIFA-SD and must devote at least 50 percent of working activities directly in the field of life insurance sales or management.

Any NAIFA-SD member may nominate one individual. The Edward Downs Award Committee will treat all information confidentially.

Summary: Describe “Why you feel this person is worth of this award.” Be specific.

Nominator: \_\_\_\_\_ Local Association \_\_\_\_\_

Date: \_\_\_\_\_

Send to the Edward H. Downs awards Committee Co-Chairperson John Kittelson  
New York Life  
3201 W. 33<sup>rd</sup> Street  
Sioux Falls, SD 57105-4216  
[jkittelson@ft.newyorklife.com](mailto:jkittelson@ft.newyorklife.com)  
605-344-3345

**Form due by Tuesday, April 23, 2019**

Edward H. Downs Memorial Award  
(Est. 1953)

Once each year the National Association of Insurance and Financial Advisors, South Dakota, NAIFA- SD, recognizes an advisor who is outstanding in his/her profession, has served well in the affairs of both his/her local and state associations, has been active in public service, and has been engaged in the life insurance profession for a considerable period of time.

Formerly called the Underwriter of the Year Award, at the 1966 state convention, it was decided to change the name to the Edward H. Downs Memorial Award. A past winner of the SDALU Underwriter of the Year Award, Downs had often expressed a deep sense of fulfillment as a result of his activities in the life insurance industry and his work in the local, state, and national associations.

In our profession, so many can benefit from so few if the few are properly motivated. The recipient of Edward H. Downs Memorial Award exemplifies the motivation we are seeking to nourish.

Who was Edward H. Downs?

Ed Downs, as he was known, started a career in life insurance in 1943, writing 369 life policies in his first year in the business. A top-notch personal producer, Ed was sales leader in his company, Midland National Life Insurance Company, five different times. Ed served 18 years in agency management and was a Life and Qualifying Member of the Million Dollar Round Table.

Ed was a member of his local association throughout his 20-year career. In addition to serving as SDALU President in 1947 and 1948, Ed was NALU Trustee for two terms (1951 and 1963). In 1957, he was named South Dakota Life Underwriter of the Year. Ed was a member of the General Agents and Managers Conference. He served as President of the Aberdeen Chamber of Commerce for two years and was fund drive Chairman for many organizations, including the Community Chest, Red Cross and Cancer Society.

Ed served four terms in the South Dakota Senate. A Democrat in a Republican State, he was State Legislative Chairman for Life Underwriters for 10 years and was thought to be a possible gubernatorial candidate for 1966.

Ed Downs died on October 31, 1964 at the age of 57 and was survived by his wife Bessie.