

April 12, 2019

Dear NAHU Harold R. Gordon Memorial Award Committee,

I'm honored to write a letter of recommendation for my friend and mentor, David Mordo. In NJ, he's simply known as "Mordo" or, "The Professor".

There are three quick words that pop into my head when I think of David that describe him succinctly.

- Volunteer
- Teacher
- Caring

I met David over 20 years ago and we quickly bonded over his love for our industry, politics and his dry sense of humor. He's one of the only CE instructors I've ever met that could, if he chose to, bring in a paying crowd thinking they were attending a comedy show and not an insurance CE class. His wit is only overshadowed by his depth of knowledge on a multitude of topics. He has a constant thirst for learning and along with Joan Fusco, is one of the two "go-to" people in the state if you want to know an answer relating to our business. His level of education has earned him a level of respect that is preeminent within our state.

If you ever have the opportunity to take a CE class that David is teaching, you're in for a real treat. There's an art form to taking any subject, particularly one that can be as dry as insurance and making it relatable, enjoyable and understandable. The benefit is significant as attendees actually leave *learning subject matter that impacts their careers and improve their client's lives*. This can't be discounted. If you think about how many individuals you come across in your life that truly influenced and impacted your life, you can begin to understand how much David has meant to our industry. If we were fortunate, we have a handful of these people in our lifetime.

David is passionate about NAHU on both the local and national level. He's served in virtually every role within our state and is always one of the first to volunteer for any new project or event he's needed. His passion for NAHU and politics has led him to become a respected industry representative with our elected officials. He attends political meetings and events on a regular basis and along with Desmond Slattery, keeps our state board up to speed on items that are critical to our membership.

Many members volunteer specifically so they can ultimately receive some form of personal gain. It's rare that you find an individual like David who gives simply because they want to give and have zero expectations or desire to get back anything in return.

It should also be noted that David's employers, both current and past, should be credited with the intellect and generosity to allow David to spend the amount of time volunteering his resources on behalf of the association.

I truly believe that the association and the current list of Harold R. Gordon recipients would be well served to have David Join their honored ranks.

Thank you for allowing me to share my opinion.  
Respectfully,

Steve  
NJAHU State Education Chair

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