

2nd DRAFT

PLEASE POST TO YOUR WEBSITE

Dear Mike,

I would like to say a few words that are truly sincere, and ask that you please use my comments in any way that you would like to communicate my feelings to others, in any mode of communication you desire.

Dear Mike,

I have been in the life insurance business for 58 years, 57 of which I have been a Member of MDRT.

During my tenure I have seen it all! Home office, hand written policies and commission statements, etc.

Meeting you and becoming involved with you and your Brokerage operation is one of the best things that has happened to me during 58 years in the business.

It is a great privilege to work with you and to be able to sit back and let you carry the ball!

Just completing our first case together, after the case had been turned down by several companies where you were able to achieve Preferred Plus. Remarkable!

It would be senseless for me to ever take a case to anyone except you.

God bless, good health and good luck for 2020, and all the years after.

Your business partner and friend,

Gerry

