



FARMERS



Member of
Presidents Council

Hopefully you understand, like I do, the importance of Life insurance. It can make the difference between a family staying in their home or filing for bankruptcy.

No one likes to think about death and so most clients don't bring it up. When we got into this business, and signed with Farmers, we understood this would be our responsibility.

As a manager of this District, the only way I know that's happening is by counting actual sales. I can only assume an agent not consistently selling has lost their interest or knowledge in effective life sales. Therefore, we will be conducting a series of mandatory, monthly life classes to help you achieve this objective.

You'll receive hands-on knowledge about what the pros do to excel in life sales. Besides protecting your clients, ideally you'll see an increase in your P&C retention, higher income, and you'll be in a stronger position for 21st Century leads when they start to flow.

Excuses for missed classes are illness or out of town. If you miss a class, please make arrangements to make it up in the district office.

Classes will be held in the small, downstairs meeting room below the state office 9-10:30am

May 28th

June 25th

July 30th

August 27th

September 24th

*We will continue classes if production remains below 2 I&P per agent per month

Members of the Farmers Presidents Council are a select group of agents and district managers who demonstrate expertise in providing insurance to the American public