

Thanks to Agents Marketing Group for the Advanced Marketing Seminar recently held at St. Simons Island, Georgia. Another agent in my office asked when I returned, "What does Agents Marketing do for you?" My response was as follows.

One, Agents Marketing gives us direct access to the home office personnel from top rated companies to help with marketing ideas and case design.

Second, Agents Marketing is our advocate directly with underwriting. Jim Burton is our source for negotiation with underwriting risks that need clarification in order to receive the best rating.

Thirdly, Agents Marketing keeps me informed about the latest legal developments with taxes and advanced financial planning. Not only informed, but offers another resource, Tina Kukanza whose sole job is to help use the information to make legal plans using the products we market.

Where else would you go to receive C.E. credits, accommodations at five star venues, specialty restaurants catering to us exclusively and friends who support and help one another in the business and personally.

Thanks, doesn't seem adequate for all that Agents Marketing does for us as producers. I, personally, appreciate the help and look forward to repaying their generosity with the sale of insurance products that will help me, my clients and Agents Marketing.

-Floyd Montgomery