

Life after American Family

(And other captive companies)

By Bob Korvas

The purpose of my series of articles is to help you understand that you don't need American Family. **They need you.** I hope to inspire and educate you to become confident in your own ability. But that can't happen if you're not willing to take the steps, do the work, and back it up with action, not just words.

Human nature is such that I know only a few people will understand and apply what I tell them. My mentor was **Lou Delegge**, another former AmFam star. We all learn from someone. Lou died several years ago, too soon and too young. This series is dedicated to him because of what he taught me. His inspiration added to where and who I am in my life today.

For this first chapter, I will lay some groundwork. I think it's important that you know a little about where I came from and why I'm back after all this time.

Back to the Future - 15 years later and nothing has changed!

I happened to be deleting files from my computer and came across the NAAFA link. Out of curiosity, I clicked it to see what came up and what's still there. After all, I was one of a few who planted seeds that grew into NAAFA. Not much to my surprise, the issues and items on the site looked the same today as they did back at the end of the 80's. The only difference is the occurring dates of the issues have changed. AmFam is still using fear, intimidation, and control of your environment to keep agents in line. Management's style is the same blueprint it always was. They make you believe you can't do it on your own.

I'm here to tell you how to become fearless and prepare to leave on your terms. Even if you decide *not* to leave but instead to finish your career as a captive, you'll be more confident and not have to fear termination by choice or force. I hope to hear from each and everyone of you. It will be confidential and one on one.

I used to be one of you in my past life from 1980-1997. In fact, I was a Top-10 producer and Life Diamond Champion and every AmFam agent around the country knew me. I was literally the poster boy agent on all the advertising for a decade. Then I decided I didn't like the way management had changed and was treating agents. It started when they began telling me how to run my business and spend my money. After several attempts at intimidating me with 2-3 management people in one room, I organized the Illinois agents in my basement. Lou and I called up some friends across the 'Cheddar Wall' to see how we could help each other. That was the birth of NAAFA. It was a bold move that had many agents trembling, fearing management's wrath. Not me and not Lou.

Back then it seems the brightest bulbs* didn't become top management and today nothing seems to have changed. Politics *instead* of performance, morals, and intelligence is still the rule. You see, the management is usually made up of people who can't do what good agents and brokers do. It's more about *power* than 'making the best decisions.' Jealousy and insecurity, you know, the "Napoleon Complex" stuff.

*You have to use their flaws to your advantage. I did. So can you. I left American Family to become independent on December 31, 1997. They didn't realize I was gone for almost 4 weeks even though I had notified them by certified mail. Hard to believe but true! I could write a book. This is enough background for now. My next installment will be more about *how to plan to survive if you stay and how to succeed if you leave.*

Let me close with this: **Your destiny is your choice, not theirs!**

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