

CONTROL YOUR DESTINY

The Bob Korvas Column



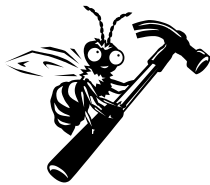
Dear Destiny Controllers,

Being a captive agent is a lot like being a worker bee. Worker bees (AmFam Agents) follow the queen bees (management on all levels) bidding for the benefit of that queen and that colony (American Family). Observing those worker bees outside of the hive you wouldn't realize that those worker bees lack free will or that they are not working for their own benefit. Worker bees happen to become the culture they are part of. After a while they lose sight of their own individuality because they have imprinted their behavior. You could say that the phrase "ignorance is bliss" appropriately applies to worker bee agents.

Since captives only know one way of selling or representing insurance they eventually stop believing in themselves because their queens demand that they only represent the interest of the colony. Soon all other colonies are the enemy or inferior in some way. But professional independent agents know better. They are the queens in charge of the colony and, of course, their own future. When they die their life's work does not just get taken over by the colony, it is now available to give to your family or sell. That is not the case in the bee colony world of captivity. Worker bees supply all the honey (premiums) to the colony in exchange for enough to satisfy the worker bee's needs while living. Then when the bee dies (retires) they have nothing much to leave for the next generation or to show for all that loyalty and hard work.

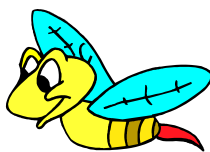


The other similarity is that the contract and hiring of agents is a lot like the relationship of Queens to Workers. They are by nature all the same sex females except the Queen is fertile and able to give birth to more workers (tie you to a contract) so colony and compete they (appoint more agents) which are infertile at birth that if those workers ever want to start their own cannot (become independent).



What does this all really mean to you? Hopefully it opens your eyes and your thinking process a bit. This little story, I hope, will focus you on doing something to leave the colony before you die (retire) without your own colony (ownership) and merely enough to scrape by should the Queen decide to evict you from the colony.

It's all about perpetuity.....keeping *your own* colony going. Why not decide to be your own Queen bee? Call me to discuss your options on how to do this. I'm here to listen to you and to help guide you toward a road of success, of happiness, and, of course, your own colony!!



Till next time.....

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