

*After much soul searching, this agent decided to leave the company and 'start over.' Admittedly, it is not easy, but since the company seems to be encouraging agents to leave now, somehow it is an easier decision. The difficult thing, this agent says, is leaving a lifetime of agent friends. NAAFA wishes this agent the successes and accomplishments so greatly deserved.*

Dearest Agent Friends,

After almost 18 years as a captive agent for a Mutual Insurance Company, I decided to leave and pursue a different path to achieve personal and professional success. Since that time, I have fielded numerous calls from agents asking how I could walk away after so much time. I am writing to share my journey with you and to offer my love and support to others who are stumbling along the path that I'm blazing with those who left before me.

It matters not what a company used to be. It matters not what your past successes there have been. The only thing that matters is the future. Will the path that you are on lead you to success? Webster's dictionary defines success (in part) as follows:

- 1. The favorable or prosperous termination of attempts or endeavors; the accomplishment of one's goals.*
- 2. The attainment of wealth, position, honors, or the like.*

If you believe that your employer holds all the keys to your success, then you should stay, but if you believe that only you hold the keys to your success, then you should leave. As simplistic as that sounds, I spent months agonizing, crying and praying over that decision. Ultimately, I decided that only I had the keys to unlock my happiness and my future earnings potential. It was time to move on.

I hired someone to pack my files because it was too difficult for me to walk away from my customers and put the last 18 years of my life in boxes. When my files were boxed up, what I discovered is that although the paper didn't belong to me, the relationships did! What a revelation that was. Then, something amazing happened (as it always does when you take back control over your life). I got my confidence back. I got the spring back in my step. I started smiling and laughing more. I worried less. The long tumultuous marriage was finally over and like Tina Turner, I walked away with only my good name and reputation. In time, I will prove that was all I ever needed. God Bless and much love to you, my friends...