

NAAFA RECEIVED THIS EMAIL 1/27/2013

In answer to the question, "Is AmFam now in line with the competition?" It would depend on who you consider to be the competition for Amfam? The average I (as a former AmFam agent now gone independent) get with my companies on auto is 15% NB, 10% renewal and on homes it is 20% NB, 15% renewals. Amfam agents would be better writing the state insurance when they can. At least they would get 12% on homes NB and renewals....that's the rate here anyway. Course you have to comply with the state's underwriting guidelines as well.

I don't know how these agents are going to survive. They need to have an exit plan and use it before it's too late and they can go on their own terms. It's such a shame, isn't it? We were hoping things would get better but it doesn't appear to be the direction the captive companies want to go. Too much greed on the corporate hearts within. My heart goes out to those hard-working agents in the field....been there....not pretty. Hopefully, agents won't wait until there are fewer and fewer options. Be smart, plan (call NAAFA) and execute before the ax comes down in the field agent's direction as it always seems to do. When will it ever end....I know, direct selling/employee option....so much for the American dream of owning your own business and building a legacy for your family with captive insurance companies, huh? In the independent world of agents, the dream can be resurrected. There is hope!

Just my thoughts....