

1. I just left AmFam corporate on the Agency Council. Jack does do "undercover boss" activities and he and his colleagues are in touch with agencies.

2. We questioned him on his compensation. He does not determine his compensation. It is an external board that gets hired. His salary is in the median range of his peer group. Meaning, if the top guy in the industry is at 100% and the low guy at 1% he is right in the middle. Additionally, all the positive agents that were in Madison feel he has earned it. Take a few minutes and ask him about his daily schedule. He works more than 3 agents combined.

3. You state, ".....Never mind that neither the DMs nor the Agents really had any say in the adoption of "mutual goals....." That is totally wrong.

There was a lot of input from the Agency Council and other positive, active, successful agents.

4. Finally, and in closing, it would be really great if you stop the negative publicity and thought about the positive things going on. I am guessing you and every other agent in NAAFA is making more money that you could have in a different industry. And if not, leave and try it !! We would ALL benefit by seeing you go.

Thanks  
Will Anderson  
(PRESIDENT, Will Anderson Agency)

\*\*\*see how I am not afraid to sign my name.