

# POSITIVE

**P**lease, American Family, give the agents the credit that they deserve.

**O**ffer competitive rates and watch growth reverse its downward curve.

**S**ervice is on the decline even though you say your goal is to be number one.

**I**s not it time to change your goal to just be in business when this decade is done?

**T**o reduce the ranks of the agency force over one third in the next five years----

**I**s the sign of a desperate company or a decision made after too many beers!

**V**ery soon American Family Brass will learn who made this company great.

**E**veryone hopes it will happen soon before, sadly, **it will be too late.**