

Subject: (Hello Madison) ILLINOIS...One Great State?

Good Day Madison Wisconsin !

Is the new Illinois really "One Great State"? Please define what criteria is used to give that status...PLEASE! It can't be defined by the expertise and skill set of the management group "led" primarily by an inexperienced Agent(s) who were recently ACP/Financed Agent. It can't be defined by the new business/growth that has fallen by 50%+ and/or Agent Commissions that have fallen or remained flat over the last 4 years. It can't be defined by the competitive rate structure. It can't be defined by Agent Satisfaction. Madison, it has to be defined by something, anything..please let us know! Perhaps "One Great State" is defined by the continual salary increases your management team receives, by there perks, pensions and benefit packages; could that be it?

Madison, whatever happened to the process where Agent's evaluated their District Manager's? Don't you want to know what your entire sales force thinks of your State management team; aren't you at all curious, not even a little? Come on, if you don't get honest input from all of your Agents how do you know what we think? (Don't you want to know?) Your not afraid of what we think are you? More importantly, do you really think your hand picked Agency Council really represents your Agency force?

Hey Madison, why is your management team only focused on what Agents can do to help "the district and state". Madison, shouldn't your management team focus on Agent success?

Madison, why doesn't your management team know that we are independent contractors? Madison, why don't your District managers know that "District of the Month/Year" doesn't pay our bills and isn't our focus or priority; are they really that disconnected?. Madison, don't your District Managers know that when they say, "do it for the district", they really mean do it for ME, so I can look good, get my bonuses, trips and plaques ect ect.

Madison, you NEED to know...so talk to us..tell us, and we will talk back

From: One of Many

And Madison, thank you for the mid-year bonus..it was greatly appreciated!!