

[Comments from 8/20/2009 Compass report entitled
"Second-quarter results a mixed bag."]

RE: Sales forecast results from Am Fam – Garbage

Dear NAAFA,

In my opinion, the \$248 million added to equity is **not the result of improved underwriting and investment**, especially in this economy when investments have taken a nose dive for everyone else (how could it been just the opposite for American Family in the investment area??)The \$248 Million is, in my opinion, the direct result of the number of agents wrongfully terminated and **flipping their books of business** where the company does not pay commissions on the 1st year and reduced commissions on 2nd year and thereafter, greatly improving their equity, thus **resulting in adding a \$248 million to their equity**

What bull is this?