

(NAAFA received this anonymously letter and envelope on 12/14/2010)

20 agents in WI West were put on expectations as of 11/1/2010, if they have less than 15 years in agency and had not made AFLIC or All American 2 of the last 3 years.

So much for OS AT being so important or retention or profit or your tier rating or OOTS. They were given 6 months to meet sales plan or they are going to be terminated. Good luck in this economy. Correct me if I am wrong but isn't production down in the entire company? Maybe the economy and our rates play a roll in that!!!!