

After reading the biography of Harvey Pierce, (former AmFam CEO) this agent tells a bit about what he remembers....perhaps this is “the rest of the story!” [You can read the Pierce biography by clicking on the link below, if you’re interested.]

<http://www.referenceforbusiness.com/biography/M-R/Pierce-Harvey-R-1942.html>

I haven't seen this before; it makes him look like a real achiever by being a very likeable person when just the opposite is true. He stepped on a lot of toes to get where he ended up, which was motivated by power and greed.

There'd never been lawsuits filed against the company by agents like there were after he assumed a position of authority. Many agents viewed him a vicious, uncaring tyrant of a leader. I remember when he was our state director. He came into our room and made the comment that agents were overpaid for the services they provided. Based on those comments and some other later actions on his part, we knew if he ever worked his way into the home office, agents would be in trouble. History proved we were right.

He may have been instrumental in growing the company, which I wouldn't credit too much on his part. But, at what cost to the company with all the legal fees spent on lawsuits, morale lost, loss of service, and most important of all, the largest exodus of agents in the history of American Family. Twenty years ago, agents had nothing but praise for Am Family; proud to be an agent with them. Today, all I hear are complaints. It pretty much started when Harvey took over. He was never the agent's friend.