

Dear NAAFA,

I would like to add some of my thoughts and memories of Harvey Pierce to the 2/18/12 Agent Bulletin Board letter entitled, "*My Thoughts after reading the Harvey Pierce Bio.*"

I can remember very clearly the day that I was terminated. An agent/friend called to ask if I had been PIERCED. Apparently Pierce had a reputation for being ruthless way before my termination.

Several years earlier, I was on a ship at an All American convention and was in the location of Mr. Pierce, so I took the opportunity to strike up a conversation. He went on to tell one of his favorite stories. He said that American Family corporate was like a big ship and when it came time to make a change of course, it took a long time to do so. Agent's were like speed boats and they could effect change very quickly. I told him that I had been in the Navy and was the helmsman of a big ship and we could effect change very quickly, especially in the event of a "Man Overboard"! The helmsman would be instructed to turn the wheel either hard port or starboard and the engineman would be instructed to apply full speed ahead on one of the twin screws and full astern on the opposite! The effect was very dramatic when given proper direction at the helm and the most effective use of twin screws. With proper direction we were able to turn the ship on a dime and were able to pick up the floundering seaman.

I wonder if Mr. Pierce saw this metaphor. Management charged with giving proper direction and Mathwich/Pierce as the twin screws charged with helping the floundering agent. Pierce went on to say that he wished he had Military experience. My response was: I wish you had, also!

In order to resolve the issue of my termination, my attorney sued AFMIC and also four of its officers. AFMIC felt that including the officers was inappropriate and asked the judge to remove them. The judge ruled that they should be included and that they had 2 weeks to give me a current financial statement and copies of their last 5 years income tax returns. My claim was settled out of court. Apparently the officers saw the wisdom in using policyholder money to settle the claim rather than putting their own assets at risk.

3/14/2012