

## **“OH THE GAMES SOME IMMATURE DISTRICT MANAGERS PLAY!”**

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January 7, 2008

NAAFA Board of Directors,

In regards to your P.S. “What is going on in your district?” I am going to submit the following:

I started a scratch agency in the late 1970’s. In 2007, when I went to my goals conference, **my district manager asked for my resignation**. It was due to some lies that another agent had sent to this district manager, and I believe the agent did this as a form of revenge.

I told the DM that I had no intention of *resigning*. The DM asked me if I had thought about *retiring*, and I told the DM I had considered retirement in a couple of years. The DM told me **that would not be soon enough and wanted me to resign now**. The following day, I again told the DM that I had no intention of resigning and that if the DM wanted to take me down, the DM would likely go down with me, as well as the accusing agent.

I found out shortly after the DM had requested my “resignation/termination,” that the DM had discussed my “resignation/termination” with another agent from my district. This agent who happens to be of the same gender as the DM (and who had previously received several thousand transfer policies several years ago was once considered a “super-agent”) told the DM that my “resignation/termination” would not be “beneficial” for the DM. **I believe the DM is violating my privacy by discussing my situation with other agents**. At the very least, this DM is very unethical.

We now have another agent in our district coming up for retirement. That agent’s book of business will be split up between two relatively *new* agents. Incidentally, **I was told that one of these new agents (and the DM) have been reprimanded by the State Director for “improper transfer of existing agent’s business.”** Most agents have an idea how unfair this is! This new agent’s punishment appears to be that he will be receiving over 1000 policies. Once again, **I have been told I cannot receive any transfers and to stay away from the retiring agent’s book of business**.

As a district, we agents can no longer communicate with each other. We have become enemies with each other. I have more compassion with agents from other companies (most members of NAIFA) than I do with anyone from American Family.

I have never had any block transfers because the DM always has his own qualifications, and even though no one in the District would qualify, the DM has given thousands of policies to agents matching the DM’s own gender! It is very hard to keep a positive attitude with all the negativity going on around me. Up until five years ago, I would have never thought of retiring, but I have very little fight left.

The NAAFA Report is appreciated, and I hope it can continue for years to come.

Wishing you the best in 2008.

A discouraged AF agent!