

## Let's Catch Up

It has been a while since I just caught up with all of you on what has been happening here.

Eileen has become very proficient at processing your policy loans and other service needs since she started helping out a couple of months ago. We are now able to provide you with much better service than in the past. I am very pleased about having Eileen helping with your service needs. Please don't hesitate to let us know if there is anything you need.

We continue to handle a large number of requests for information about BOY and have already done as much business in 2010 as we did all of 2009 (and 2009 was a good year!). The popularity of BOY has been exploding. I think the problems in the stock market and bad economic news may have something to do with this trend.

I have added Debbie Wilder to our staff to help deal with the extra work load. She has an extensive background in computers and has been doing BOY for about 5 years now. She has already been a big help in making our office more efficient and effective in serving you and the new BOY clients that are coming on board.

This week I will be attending the National BOY Annual Conference in Rochester, MI. I will be seeing Pamela Yellen and Nelson Nash in person and catching up with them as well as the rest of the BOY authorized advisors on all the latest developments.

I will also be attending the Top Producer meeting next Wednesday. Our group is ranked in the top 10 nationwide for BOY based on the amount of premiums we all pay and the number of clients we have.

Every day I thank God for giving me such a nice group of people to work with and for the blessing of being so successful with BOY.

This year I will be making a presentation at the National Conference again. This is a special honor that I am very proud of. This year they have asked me to talk about how we do our reviews with you every 6 months. Pamela Yellen has told me that she believes that we are the experts on 6 month reviews. I am happy to help my fellow advisors as they have helped me in areas that I am not expert in.

I know that sometimes it can be a pain in the neck when you receive the emails from Eileen and the phone calls from Gail, but please know that we do this for a reason. It is important for us to keep up to date on what is going on with you guys if we are to help you get the most out of your BOY plans.

We never want to stop learning and improving on what we do for you as well. We all periodically talk about what can be done to improve on what we do. We welcome your comments and suggestions on how we can do better. Feel free to call or email us.

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