

Tim Plohg

July 29, 2014

Business Owners;

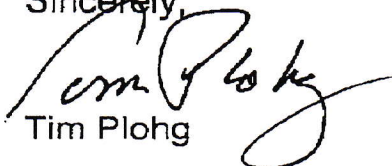
I was the Field Vice President for the Southeast Region when we hired Mel Clemmons in Atlanta. I remember first meeting Mel at a new agency owner business meeting. He impressed me with his tremendous knowledge, enthusiasm, his solid marketing plan and his drive to become successful.

Mel was in constant learning mode but always willing to share his processes and what worked for him as well as his agency. He was always thinking outside the box. He also understood the value of hiring, developing and retaining a good staff team. This led us to have Mel teach and lead our regional growth classes for all new agents.

These attributes and his commitment to be a top agent enabled Mel to perform exceptionally and reach the highest levels of recognition in our company. In his first full year, Mel achieved the Rookie of the Year award. He went on to win Honor Rings, National Champions and was Chairman's Recipient several times.

Mel has taken these same characteristics into his new endeavor and is a true professional that is always willing to help others with their success. It was a pleasure and an honor to have him on my team, plus an exceptional return on our investment. I'm confident it would be the same for you and your team.

Sincerely,


Tim Plohg