

Kevin Hatton

From: Kevin Hatton <kevin@gtelco.net>
To: <dan_granderath@farmersinsurance.com>
Cc: <todd_brooks@farmersinsurance.com>
Sent: Monday, April 16, 2001 2:41 PM
Subject: Reports/Career Trainee Performance Record

Dan,

A letter sent to me by Todd Brooks about my subsidy has raised some concerns I feel you should be aware of.

The concerns and questions I have are:

1. The Career Trainee Performance Record only shows production I have done on term insurance. It does not show any production results for the variable life policies sold.
2. My understanding of the subsidy plan for FLA/LIFSS career program is that first year commissions on life, annuities, and mutual fund products counted towards the commission schedule. Is this correct?
3. If the reports do not show my variable production, how is this effecting the subsidy loan repayment schedule? I would have to assume that if the reports are wrong this will effect the amount of commission waived at the end of my 2 year run-to-daylight requirements.
4. What happens if I end up going off the subsidy program?
5. What is the Farmers Life agent/Life insurance and financial services specialist agents guide supplement? I don't have anything called this, but I do have the Farmers Financial Solutions Registered Representative Agreement and the Addendum to Farmers New World Life Insurance Company Life Agent (FLA)/Life Insurance and Financial Services Specialist (LIFSS) Appointment Agreement which shows the commission requirements and repayment on the subsidy plan.

If I need to be doing something different, please let me know. Thanks for your help.

Kevin Hatton