



AMERICAN NATIONAL INSURANCE COMPANY

ROBERT A. PRICE, CLU, ChFC, VICE PRESIDENT, DIRECTOR OF TRAINING & MARKET DEVELOPMENT, MULTIPLE LINE MARKETING
ONE MOODY PLAZA GALVESTON, TEXAS 77550-7999 BUS: (800) 899-6508 Ext. 2 FAX: (409) 766-6878



Mr. Rennie Gabriel
14340 Addison St. #101
Sherman Oaks, CA 91423

Dear Rennie:

It was great to have you at our Professional Seminar in Galveston. From the reception you received from the 400 or so agents in attendance, they are very excited to act on the goals they established and use the concepts you provided.

It makes sense they would be excited based on the results produced out of Bob Turgeon's region earlier this year. From the first quarter to the second quarter, after your training, the production increase was amazing. Many of agents said they used the book as you suggested, for themselves and their clients, and tripled their life production.

We took a risk in planning two hours for you at the conference, even though we were limited to 90 minutes with the schedule. The point is, even that was more time than we would usually give an outside speaker, but the level of interest by the field force suggests you were one of the best we have had in six years.

The books have been selling very well with agents purchasing from 25 to 200 copies each. We look forward to a company wide increase in production and a re-order of your book. Again, thank you for your participation.

Sincerely,

Bob Price, CLU, ChFC