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To whom it may concern,

My name is Joel McKinnon, and I have been an Agent with Farmers Insurance for over 6 years. Our agency has been built around commercial insurance, and during my time with Farmers our agency has won several awards such as – Topper Club, Blue Vase, Masters, Sprint to the Summit, Big Day Extreme Big Hitter, we have been the top commercial producer for our district, as well as the state of Ohio.

The vast majority of these awards have been won by using the services provided by Client Focus Connections. CFC has provided our agency with solid, quality leads time and time again and given us the opportunity to get out and sell, rather than spending our time cold calling.

The amount of information obtained by CFC allows us to know who we are contacting, what they are looking for, who they are currently with, and when is the best time to contact them. Their services eliminate the run around most agents have to deal with when trying to accomplish this by themselves. I would highly recommend CFC to any Farmers agent, and I stand behind their products and their services 100%. The determination to help agents succeed is what truly sets CFC apart from other firms. Dean and his staff have taken the time to get to know me and my staff, and helped create a custom script that pertains to our agency, and the direction we are heading, where other firms just use a “cookie cutter” approach.

Please feel free to contact me at any time to answer any questions you may have about the products and services provided by CFC. Thank you for your time, and have a great day.

Sincerely - Joel McKinnon – Farmers Agent – State of Ohio



**FARMERS**

*Elite*  
Commercial Agent

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