MICHIGAN TELEMARKETING CAMPAIGN

Client Focus Connections and special Michigan Farmers Insurance pricing provide you with this telemarketing service. Contacting your existing customers is more important than ever before as the market conditions and new auto and homeowners insurance discounts are making it advantageous for your customers to have their auto, home, and life insurance with you. This promotional telemarketing system allows you to maximize your time by providing you with "warm" leads from your customers who are interested in meeting with you to learn more about the products and services you provide.

3-Hour Calling Sessions For $99 Include:

1. The use of professionally trained telemarketing specialists by Client Focus Connections.
2. Proven telemarketing scripts focused on uncovering interest in multiple policies.
3. Establish a high customer interest level for an appointment.
4. A high appointment and sales rate.
5. One dial per number at predetermined times to allow the best access.
6. The confidentiality and security of the client list(s).
7. Client Focus Connections will contact you to discuss scripts and schedules.

The Agent Agrees To:

1. Allow Farmers Insurance to folio deduct the calling session fee(s) and make payment to Client Focus Connections on your behalf.
2. Provide a lead source or database to Client Focus Connections.
3. List Management Services are also available thru Client Focus Connections.
4. Immediately contact interested clients for appointments when leads are returned.
5. Maintain data of successful and failed leads.
6. Forward this agreement to Client Focus Connections for handling.

To: Kansas Service Center Accounting Department Customer #_____

I, _____, authorize the monthly deduction from my commissions in the amount of $_____.

How many monthly deductions? _____ For a total of $_____

_____ _____
Agent Name (Please Print) **Agent Number**

_____ _____
Address **Office Number**

_____@_____
Email Address

_____ _____
Agent Signature **Date**

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