



FARMERS

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I have been a Farmers Insurance agent since 1976 and have built my agency on auto and home. I contracted with Client Focus Connections in early 2009 to start a commercial solicitation program. They have done a good job in building my commercial x-dates. However, I have not been a commercial producer in the past and realized that I really needed some guidance in this arena.

When CFC created their commercial coaching with Kevin McKinnon a proven commercial producer I decided to sign up. I have truly benefited from his teleconferences. He goes as fast or as slow as I need him too. His advice has been a tremendous help to me. I believe that the \$600 annual cost for Kevin's personal time and advice I receive to be well worth it.

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