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Pres White Journal

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SEASON'S GREETINGS

Winter has made its slippery and bone chilling appearance and as you wrap yourself up in your favorite blanket and perhaps cozy up to your fireplace, it's a good time to reflect over the past year. There have been so many changes that have created uncertainties for our industry. Are brokers and agents to become dinosaurs of the past? With change comes opportunity. We should all remember despite the craziness, our clients' still need insurance, and will need our assistance even more. They need our expertise to decipher the jargon and will rely on us to answer their questions and ensure they have the necessary coverage in place.

As the economy slowly recovers and hiring and

new business start, we should look to this as new opportunities.



The upcoming changes in the group medical arena are surely unprecedented. With a more conservative congress and legal challenges moving forward in 2011, it is still too early to see a clear end picture but we will be sure to keep you informed as things progress.

As a reminder, please send us a copy of your Life/Health license as you renew them in order to update

our records and avoid any delay in mailing commissions to you.



As we enter 2011, all of us here at Pres White Agency want to wish you a Happy, Healthy and Prosperous New Year.

As always we appreciate our relationship and look forward to assisting you in



the new year and in all the years to come in anyway we can.

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