

8/10/02

Dear Marty Feinstein:

I interviewed with Dan Granderath and I was excited about the opportunity to work with Farmers and with all of the agents as a Life Specialist. I was given no training or direction. There was no DM in district 09. I was given no information on production requirements. I did what I thought I needed to do. I trained myself and I produced.

First year production was 61 life policies written. I was told that I was one of the top life producers in the company! Todd Brooks told me that I was the reason for the district's successes. I even won the state life promotion and a vacation to Mexico!

In spite of my successes, I got a phone call from Todd Brooks in the summer of 2001 telling me that my subsidy would be cut because I was not producing. I discovered that they were not counting my FFS production and I asked them to correct the situation. They left me on subsidy after they looked at my FFS production.

My First Year on the job I recruited and trained an agency producer. Paul Drockton became my D.M. and told me that the State Office wanted my termination and he offered me an RDM position.

I took the R.D.M. test and scored well. My results were sent with the application to the state office. The state office told me I needed to complete the FLA program for another year before they accepted my application.

Dan Granderath, the state life specialist, told me it would look better for future RDM consideration if I resigned from the FLA program. I resigned as a result and took another position. My producer, who was up to writing 5 life policies per month, also resigned in frustration.

I was amazed at the state office's desire to terminate a big life producer. I was harassed and information was withheld about my objectives. I did not clearly understand the FLA program until Paul Drockton became my D.M. By then, it was too late!

I believe I was wrongfully terminated when I was on the verge of success. I now owe Farmers over \$12,000 in subsidy. I also believed that litigation would be my best option, until I talked with Paul. Paul recommended that I send this letter to you. Paul said you have a history of integrity and doing the right thing. He also said that you would take care of things for me and my family.

Signed, 

Kevin Hatton