



## FARMERS INSURANCE GROUP OF COMPANIES

December 10, 1998

Andy McKirahan, LUTCF  
P. O. Box 860249  
Plano, Texas 75086-0249  
Phone # (972) 633-6141  
Fax # (972) 509-0078

Phil Morris  
3700 Forums Dr. #200  
Flower Mound, Texas 75028

Subject: **NOVEMBER PRODUCTION**

Phil,

Production results for the month of November are in and I am happy to report that you had an all-lines production count of 232. Of this, 202 was in Life.

These results reflect your hard work and I personally commend you for your efforts. As the Division Marketing manager, it is truly exciting to see results such as these. I am proud to have you on my team.

As we close out 1998 and set our sights on a very successful 1999, I want to thank you for all you have done throughout the year and look forward to many more great months from your agency.

As always, please feel free to call me if I can be of assistance to you. Congratulations on a great November!

Sincerely,

Andy McKirahan, LUTCF  
Division Marketing Manager  
Dallas Metro Division

AM:sc

cc: John P. Hageman, CPCU, GCA  
Jim Swope, GCA  
John McLaren, LUTCF  
John Steward, LUTCF  
Rob Michelsen, LUTCF, 35-53-01