

ESD Top Quarter Stars: The Top Three Agents and General Agents will be presented with an award. A picture of the number one quarterly producer in each category will be featured in the ESD newsletter. Top Agent and Top General Agent of the Year will be awarded a special trophy presented at the Sales Conference.



Top General Agent

FCPC – Charles Scott
\$2,943
Net Annualized Premium

LEADING GENERAL AGENTS

Name	Net Weekly Premium
1. FCPC	\$2,943
2. Richard Harker	1,199
3. FED Mark, Inc.	709



Top Agent

Gerald Manolas
\$1,221
Net Annualized Premium

LEADING AGENTS

Name	Net Weekly Premium	Name	Net Weekly Premium
1. Gerald Manolas	\$1,221	11. Jim Kragh	\$429
2. David Walker	1,215	12. Mary Brock	384
3. Calvin Broyles	804	13. John Brun	357
4. Damonn Catchings	715	14. Donald Pearson	336
5. Richard Moody	701	15. Mark Jones	334
6. Angel Rich	691	16. Alan Bradley	320
7. Shaun Newman	522	17. Deborah Land	307
8. Rex Buehring	519	18. Thomas Brett III	306
9. Auguesteen Cowan	510	19. Gerald Turnbaugh	275
10. James Jordan	434	20. Richard Milinkovich	254

ESD Club Candidates on Schedule: Top ESD Agent and General Agent standings are listed each quarter based on estimated net annualized premium on business issued year-to-date.

ESD Club Members: Each ESD Agent and General Agent achieving club production criteria for the calendar year will be recognized with awards, membership in a club and attend the Sales Conference. Bonuses will also be awarded based on production and persistency for all club members. Qualification period for all clubs is announced yearly with final standings announced after March 31.

CANCELLATION AND LAPSE RATIOS MUST BE BELOW 40% TO QUALIFY FOR A CLUB.

Flagship Club

GENERAL AGENTS

Name	Net Weekly Premium
1. FCPC	\$2,943
2. Richard Harker	1,199

ANNUAL MEMBER QUALIFICATION: Agents: \$100,000 Net Annualized Premium.
General Agents: \$250,000 Net Annualized Premium

AGENTS

Name	Net Weekly Premium	Name	Net Weekly Premium
1. Gerald Manolas	\$1,221	6. Angel Rich	\$691
2. David Walker	1,215	7. Shaun Newman	522
3. Calvin Broyles	804	8. Rex Buehring	519
4. Damonn Catchings	715	9. Auguesteen Cowan	510
5. Richard Moody	701		

Admiral's Club

GENERAL AGENTS

Name	Net Weekly Premium
1. FED Mark, Inc.	\$709
2. Gerald Turnbaugh	338

ANNUAL MEMBER QUALIFICATION: Agents: \$80,000 Net Annualized Premium.
General Agents: \$180,000 Net Annualized Premium

AGENTS

Name	Net Weekly Premium	Name	Net Weekly Premium
1. James Jordan	\$434	3. Mary Brock	\$384
2. Jim Kragh	429		

Honor Club

GENERAL AGENTS

Name	Net Weekly Premium
1. John Brun	\$357
2. Donald Pearson	336

ANNUAL MEMBER QUALIFICATION: Agents: \$60,000 Net Annualized Premium.
General Agents: \$150,000 Net Annualized Premium

AGENTS

Name	Net Weekly Premium	Name	Net Weekly Premium
1. John Brun	\$357	5. Deborah Land	\$307
2. Donald Pearson	336	6. Thomas Brett III	306
3. Mark Jones	334	7. Gerald Turnbaugh	275
4. Alan Bradley	320		



ESD NEWS

First Quarter 2007

Globe Life And Accident Insurance Company
Employee Services Division

From the Desk of:

Ron Polston
"The Coach"

Employee Services Division



"You're a Winning Team!"



I've been called "The Coach" for years; I sometimes feel a bit like Pat O'Brien in that 1940 blockbuster, "Kunte Rockne All American." Famed Notre Dame football coach, Kunte Rockne, played by O'Brien, and his protege, George Gipp, played by Ronald Reagan, weave an inspiring story around the struggles and accomplishments of one of the greatest football legends of all times. Well, I don't put myself in the same category as Kunte Rockne, but we do have one very important element in common – the best team that ever walked onto a playing field. You're

a dedicated, hard-working group of highly talented men and women, who are tireless in bringing great products and service to those individuals and families who need them the most!

"The best thing I ever learned in life was that things have to be worked for. A lot of people seem to think there is some sort of magic in making a winning football team. There isn't, but there's plenty of work."

— Knute Rockne

You all have made it an outstanding run for me, and I'll never forget you and the great times we have shared together. I am very proud to have been a part of your lives, Globe Life, and ESD. ■



I could not have scripted my time with Globe and ESD any better if I had been a Hollywood screen writer. The twenty-nine years I have been with the Company have been the most fulfilling and fun-filled years I could ever hope for. Yes, there's been plenty of hard work for all of us. But, because we shared it, it brought success to all of us as well. The triumphs we have achieved together through the years have resulted in lifelong friendships that I would not have missed for anything in the world.

Introducing **Mike Burns**

Mike Burns has been in the insurance industry for 30 years, and many of those years have been with Torchmark companies. Mike spent several years at Liberty National as Vice President, Mass Marketing Sales and Administration, and then took over as Vice President, Mass Marketing, at American Income Life. Before joining the Globe team, Mike was Director of Agencies with United American and was promoted to Field Vice President in the fall of last year.

Having been in the field himself and worked with field operations, Mike understands first hand the challenges faced by the field force. He strongly believes that it's the efforts of the field Agents that keep everyone employed and will do all he can to support those efforts. According to Mike,

"I'm very excited about bringing ESD further into the 21st century. This is the age of electronic communication, and we must develop our electronic capabilities, both as a Company and as individual Agents, if we are to remain one step ahead of the competition. Currently, we are enhancing our website so that the 3,000,000 federal employees and their families can learn more about the value of Globe Life products. In the months ahead, we also will initiate more and more e-mail communications with Agents, so if you don't have a computer or e-mail address, now is the time to change that! Please contact the Home Office with your e-mail address so we can all move into the future together."

In his new position as Vice President of Sales for ESD, Mike will utilize his strong leadership and communication skills to help guide the growth and expansion of this already dynamic Division. We are very excited about the talent, energy, experience, and enthusiasm Mike brings to the table. We know the successful tradition of ESD will continue to grow under his leadership. ■



Mike Burns

Vice President ESD Sales



California Dreamin'

2006 NATIONAL CONVENTION
MAY 31 – JUNE 3, 2007

CONVENTION QUALIFIERS

Congratulations to those who qualified to attend our upcoming convention in San Diego. You set an outstanding example for all the ESD team!

THOMAS BRETT

MARY BROCK

CALVIN BROYLES

JOHN BRUN

REX BUEHRING

DAMONN CATCHINGS

AUGUSTEEN COWAN

NORA ELLISON

STEVE GARDNER

SONNY GILMER

RICHARD HARKER

ANTHONY HUNTER

AVRIL JAMES

MARK JONES

JAMES JORDAN

JIM KRAGH

GERALD MANOLAS

RICHARD MOODY

JOHN NELSON

SHAUN NEWMAN

KRISTI OLSEN

WENDELL OWENS

CHARLES SCOTT

DINAH TAYLOR

GERALD TURNBAUGH

Bon Voyage, Ron...

"As Ron has said over the years, 'The best things in life are not things; they're friends.' Ironically, he is one of the best things that ever happened in my life. Thanks, Ron, for the priceless moments. You are truly one of a kind. The guys and I will always love you, man, and forever be your friends."

– Charlie Scott



"Ron and I have worked together since 1980. From the start, I have considered him to be a friend. I have always appreciated that Ron has been available to help solve problems and always had the Agents' best interest as a top priority. He is dependable and wants the best for those around him. I am going to miss him, but wish him the best in his retirement."

– Jim Kragh



"I started working with Globe Life in 1973 and met Ron in '79 or '80. I have gotten to really know Ron over the last 10 years. He is a very kind hearted man and has always sent the Agents in the right direction. He is a man who stands by his word and will truly be missed by all of the ESD Agents."

– Richard Harker

