



Producer Testimonials

Rulon Rasmussen

Past President of the Million Dollar Round Table

"Just want you to know how deeply we appreciated your platform and workshop presentation at our Taggart Symposium. I'm sure you felt the warm and enthusiastic response from our audiences. Standing ovations are a sure gauge of audience reaction – and yours was spontaneous and extended. You truly brought meaning into The Law of the Harvest."

Karol Ladd

Speaker and Best-selling Author of "Power of a Positive Mom" and "Power of a Positive Woman" President of Positive Life Principles

"Andy Martin's illustrations, humor, content and delivery blend together to create lasting lessons for men and women in all walks of life. Put the Law of the Harvest into action and you will see a significant and positive difference in your life."

Richard Sullinger

Past President of the Million Dollar Round Table Bakersfield, CA

"The old cliché, 'It's not for everybody', does not apply here. This is for everybody who wants to build a solid foundation in the financial services business. You do reap what you sow."

Wayne Copelin, Houston, TX

#1 Producer ProEquities, Inc.

"The times I've heard you speak at various meetings have been very profitable... I've taken pages of notes from your addresses. I really learn more from people who are out there doing it well than I do from generic motivational speakers or wholesalers. I bring in the wholesalers for client dinners and I've usually heard what they have to say."

Jack and Garry Kinder, CLU

Kinder Brothers International

"Andy has done it big and done it right. Listen and learn to go to the next level."

Drayton Nabors, Jr., Chairman of the Board and

Chief Executive Officer

Protective Life Corporation

"These principals have enabled First Protective to be our company's leading regional office in life insurance and investments. These principals work. I would like to see all our offices embrace them."

Taylor Smith
Regional Vice President
American Skandia

Andy,

Thank you for another power packed seminar. You have successfully combined the excitement of a Zig Ziglar and the cutting-edge knowledge of a world class producer that could only come from hands-on experience. I am booking you again this year for four more road shows.

Mike Kolen "Captain Crunch"
Starting linebacker Miami Dolphins '72 perfect season team

"Andy Martin is an innovative and enthusiastic businessman. He leads an organization, First Protective, which is highly motivated, service oriented and at the top of it game. He has helped me incredibly as I transitioned into building my own practice after leaving a national firm. As a member of the Miami Dolphins World Championship teams from 1972 and 1973, I have had the opportunity to be associated with great leaders. Andy Martin embodies the skills and passion to assist organizations and individuals to produce Championship results.

Greg Anderson, CLU, ChFC and
Rod Wilson, CLU, ChFC

"We have implemented many of Andy Martin's ideas into our practice. They have had a significant impact on our business in a short time."

Larry Byrd, President
Masters Training Group

"I make my living training sales people and these principals are cutting edge. If you are a stockbroker or financial planner and want to go to the next level you better pay attention."

Jonathan I. McLeod
American General Financial Group

"Back in February I attended your seminar 'Going to the Next Level', I found myself imagining the type of agency I wanted to have. Your seminar inspired me to reinvent myself and I am bringing a few quality agents along for the ride."

John R. McNeil, LUTCF
Mobile Association of Life Underwriters

"Without question, you were one of the best speakers we have had in the 19 years I have been a member of the Mobile Association. I have only seen one other speaker in those 19 years receive a standing ovation and that was our US Senator, Sonny Callahan... You captured everyone's attention for the entire 45 minutes with the 'Ten Secrets of Top Producers.' Even our top producers were moved by what you had to say."

Stephan C. Barton, President
MAG Mutual Financial Services – Atlanta

"Your presentation to attendees of the sales conference was the very best testimony to what is good in our business I have ever seen."

James P. Hall, CLU, ChFC
President
Dothan Association of Life Underwriters

"It was the best program presented to the Dothan Life Underwriters Association in the twenty plus years that I have been in the Life Underwriters Association... It was exceptional in its scope of our business."

Greg D. Anderson CLU, ChFC
Fort Collins, CO

"The ten secrets themselves were very helpful but, even more, the additional information and insight you shared with the group was tremendous... It is great to know and hear a committed true professional in our business with the honesty and integrity you have. I would recommend this talk to any group you might have the opportunity to present it to."

Len Corcoran, CLU, FLMI
President
Developing Patterns, Inc.

"Your presentation "The Ten Secrets of Top Producers" should be heard by every individual selling or thinking of selling life insurance. And not only once, but once a year! It is a classic presentation of what life insurance is all about."

Rick McCown
Nationwide Insurance

"Thank you very much for your presentation in our district meeting. Judging by the positive comments, you were clearly well received by the group."

Leigh Wallace

"The Jackson Life Underwriter's greatly appreciates your sharing your time and motivations with us today. The practical applications were numerous. The new agents as well as experienced should have left with several usable ideas to enhance their practice. Your attitude of giving back to the industry is also welcome and refreshing. We invite you back at any time."

Daniel N. Hathorn, Jr., Regional Director
Delta Life & Annuity

"I see now why those who work with you are always telling me that you are a great guy, it's true. The sincerity with which you shared your ideas was obviously heartfelt. I really enjoyed the message. I look forward to working with and learning from you."

Chip Bailey, CLU, ChFC
Dothan, AL

"Andy, your speech was one of the best sales speeches I have heard. Thanks!"

Jimmy Thomas
Clinton, MS

"I want to let you know how much I enjoyed your thoughts and ideas about how you conduct your business. I can certainly see why you have become so successful."

John F. Dautrich, CLU, ChFC
Cherry Hill, New Jersey

"I have attended a lot of these meetings with various companies, and your presentation ranks at or near the top of all the ones I've heard. It was from the heart and really touched a lot of us."

Sandy Long,
Denver, CO

"Just a note to tell you how much I enjoyed your presentation. I got lots of great ideas and have already begun implementing some of them. Thank you again for the great ideas and your generosity and willingness to help others. You set a great example."

**Ian Robertson, Regional Vice President
SEI Investments**

"Andy's growth as an adviser is a direct result of his willingness to ask questions, listen and learn. He combines these insights with his personal experience to provide an excellent business model."

**Hal West
President**

**East Central Alabama United Cerebral Palsy
And The Children's Choice Day Care**

"Andy, there were so many points in your talk that I have tried to do in my work and at home. I wanted you to know that I brought two new agents with me yesterday to the meeting and they each told me today that they learned many valuable lessons they will use in their lives. Andy, please continue telling your story as it was and it will be an inspiration for all who hear it."

Alan Simonis

"Dear Andy, I am writing to express my appreciation to you for helping me have another record setting year in overall production and revenue. With your assistance, our area has grown more in the past 5 years that it did in the first 15 years combined."

Since you took over the leadership of First Protective in 1997, my production and revenue have more than tripled! For the third straight year, our area was the third leading regional sales director's office for life production with Protective Life. We also finished as the third leading regional sales director's office for life insurance production for the Australia convention period.

You have a great marketing mind and you have given me many practical suggestions that I would never have thought of or heard about in other places. You are also well respected by our producers and your ideas have helped them to grow their business. In fact, you are the most popular speaker at our producer seminars and we attract the largest audience when you are making a presentation.

Thank you for the significant contribution you have made towards our success."

TOP PRODUCER SERIES
Dynamic Talks for the Financial Services Industry

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