

# FAIA'S 106th ANNIVERSARY CONVENTION!



## FAIA BOOT CAMP: BUILDING LEADERS IN CHALLENGING TIMES

is this year's theme and the focus is to have the industry's best speakers, at a phenomenal location, with the most networking opportunities, and entertainment that will keep you smiling. The place to be is the Orlando World Center Marriott, June 24th though June 26th.

Business Interruption Consultants will be well represented. Business interruption specialist and speaker, Robert Swift, will be presenting: Business Interruption Made Simple, a seminar that will keep your clients out of the bull's eye of the next catastrophe. Also, look for us at the "BICI Booth" in the Exhibit Hall. Learn about opportunities to provide value-added services for your customers while simplifying agency business income tasks that will save you time and money. We look forward to seeing you soon!



An army private was assigned to an induction center, where he advised new recruits about their government benefits, especially their GI insurance. It wasn't long before Captain Hardy noticed that the private had almost a 100% record for insurance sales, which had never happened before. Rather than ask about this, the captain stood in the back of the room and listened to the private's speech.

The private explained the basics of the GI insurance to the new recruits and then said, "If you have GI insurance and go into battle and are killed, the government has to pay \$200,000 to your beneficiaries. If you don't have GI insurance and you go into battle and get killed, the government only has to pay \$6000."

"Now," he concluded, "Which bunch do you think they are going to send into battle first?"

"Do you know the present value of your husband's policy?" the life insurance salesman asked his client.

"What do you mean?" countered the woman.

"If you should lose your husband, what would you get?" asked the salesman.

The woman thought a minute, then brightened and said, "Probably a poodle."

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