

Testimonial from:

Scot Thompson

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So thankful to have found NAA...a great opportunity!

For 20+ years I have been in sales within a few different industries; (big) Life Insurance, Telecommunications, and Office Equipment. Over the years I have had my ups and downs, but never found that “groove”, or level of success I was working to attain. I have struggled to provide for my wife of 21 years, Shelley, and our three (now grown) kids. The good news is that by the grace of God our needs have always been met, we just haven’t been able to break from the pattern of “just getting by” in to having extra.

At the end of 2007, my wife was laid off and was forced to put her resume’ back out there and find a new job. Thankfully that was a smooth process, and she was blessed with a good job with a local company. During the process of helping her place her resume’ on line, etc, I stumbled across an opportunity to get back in to the Life Insurance Business. Albeit it wasn’t NAA, it stirred my interest, and ultimately I was motivated to go back and get my license and get back in...which I did. Unfortunately that particular company had a lack of integrity that I did not discover immediately. This new life insurance sales life style was causing huge pain and hardship...emotionally. I was producing and making money, but was told I would be in business for myself, but truly wasn’t.

So in the midst of the “insanity”, I decided to go back to my computer and “Google” the words – “life insurance sales”. This is how I discovered NAA. I was extremely skeptical at first, and because of my existing circumstance with the other company, my guard was up. I decided to send in my information anyway to “get started”. Soon

there after, I received a call from Thomas Brown of the Brown Agency down in Florida. On the phone he was laid back, calm, cool, and collected. I drilled him with several questions like “how quickly does business turn around, and how quickly do I get paid?” You can tell where my emotions were at the time! Thomas was direct and told me that some products are jet issue, and others are fully underwritten. He then told me he was looking to build a team, and help others succeed. That spoke volumes to me. He even told me I would have the opportunity to do the same. Well, that’s fine, but now I just need to produce and make some money was my thinking when he said that.

Thomas then invited me to a day of “boot camp training” in Raleigh, NC with himself and Art Leazer. It would be held a couple of weeks from our phone conversation. Of course in my mind there was no way, no money to do it, and no way Shelley would ever go for me spending the time and money for a long shot with no guarantees. So Shelley and talked about it, and prayed, and decided it was the right thing to do. So I told Thomas I would be there. With two weeks to go before boot camp, by faith I started to make my transition to NAA; getting on line training, and my contracting paperwork done so I could hit the ground running after boot camp. Also by faith, I scraped together the money I would need to go to boot camp by selling some things I didn’t need anymore. I booked a less expensive room near the hotel where boot camp would be held. I drove all day Sunday (from Connecticut). When I arrived in Raleigh, I had some Chinese food, and got some sleep in my cheap hotel. I got up early

Monday morning, and went to boot camp excited. I ended up taking around 20 pages of notes from 8am to 5pm, soaking up everything I could from everything that was presented by Art, Thomas, Donnie, and some of the local reps. At 5:10pm I was in my car, driving back to Connecticut. I drove all night, and arrived home at around 4am.

The week prior to boot camp, I purchased \$100 worth of A1 and A3 leads, and started making calls. During that week, I also spent time training and learning Casey Watkins' B.E.S.T. system. I had a few appointments booked before boot camp so I could get to work when I got back. After catching a few z's upon my return on Tuesday morning, I got up, got organized, and went out on my first appointment that evening. I wrote \$999.06 in premium. I had around four or five more sits that week, and by Saturday had written three of those. My total first weeks premium was just over \$6400! This was May 2008, and I haven't looked back since. In May my production was right around \$18,250 for the month.

Today, I am consistently producing, every week. Getting paychecks ranging from \$1700 to \$2000 per week within my first 90 days is a great feeling. Shelley is happy too! I am also building the "Thompson Agency". By the end of 2008 I will have 12 representatives on my team, producing, and experiencing the NAA opportunity.

The NAA opportunity is not just about money...that's just a fabulous by-product. It's about a system and a plan that makes sense for everyone. We protect families, and are rewarded well for doing something good. The families we protect appreciate the fact that we care, we listen, and understand what is important to them; and

design solutions around that which they share with us. We provide solutions that make sense to them, so they stay with us. It's about a culture of team players that understand the vision Barry, Andy, and Phillip have for NAA.

So after 20+ years of struggling to get by, I look forward to spending the next 20 years helping families, and helping other agents to help families...so I can give to my own family like never before.

**Scot Thompson – NAA
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