



From: Kane, John A  
To: Scott Burrows  
Date: Wed, Feb 25, 8:50 AM  
Subject: RE: 2 Allstate Divisions

Scott, I have certainly not forgotten about you, nor has the impression you made on me diminished. I actually have been carrying your business card in my pocket, to remind me that no challenge is too great for me to give my best effort. I have heard nothing but positive feedback from our Agency Owner's, Exclusive Financial Specialists' and Field Leaders.

Your message could not have come at a better time given the state of the economy and the concerns shared by our customers, agents and leaders. Your message not only offers hope, it offers a frame of reference when we may start to feel sorry for our self, when we look at the hand that was dealt. One individual who always has a lumber of problems or issue that need attention came up to me after the meeting. I said hello, expecting to get a list of what is wrong. They looked at me smiled and said "I don't have any problems, just a lot of opportunities".

I hope that we cross paths in the future.

Best Regards,  
JAK  
Regional Sales Leader  
Northeast Region