

From the Agent's Desk

A satirical look at an agent's work life, from the files of Joe Dokes, CLU

By David Douglas Ford

AGENT'S
salesjournal™

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Insurance companies ordering
by the 1,000s for their agents

PERSONAL TECHNOLOGY | B1



Professional Designations Now Selling Online?

"I got a ChFC for half price and it's hardly
been used," says J. Green, CLU, RHU, FLMI, CFP

MARKETPLACE | B1

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What's News Business and Finance Worldwide

Frog Walked

ASJ Columnist Arrested in Texas

*Parody nothing to laugh
about, says local D.A.*

By Christopher Pebble

FORTH WORTH - District Attorney Joe "Bebo" Dokes has announced the arrest of Agent's Sales Journal contributor David Douglas Ford for what more than a few analysts are claiming is a chilling attack on freedom of the press. Said the always-combative prosecutor, "We were asked by the state insurance boards of 11 different states to look into this matter, which has proven very clearly to be 'criminal parody' against the insurance business, the most sacred of our American institutions."

New agent recruiting has fallen off dramatically in recent months, and several life insurance companies are now offering bonuses of up to \$100,000 to an agent just for a contract.

(Article in column 5)

Application-free health policies are the latest wrinkle in insurance, and most major carriers have advised their agents to simply skip the intrusive health questions and offer new "verbal agreements" in lieu of printed policies.

(Article in column 5)

Term insurance rates hit an all-time low last week, and most insurers have concluded that it is now cheaper to just waive their policyholders' premiums and avoid costly billing and

MIDEAST CARTEL

OPEC has announced plans to purchase the top 100 insurance companies in the United States and convert their underwriting department offices into oil refinery operations. An OPEC press release insisted that there would be no slowdown in policy issue time and that claims personnel could pick up any slack "in their spare time." A spokesman who requested that his remarks be off the record stated that "most agents will not even notice the difference."

Archeologists in Egypt

have discovered what may well prove to be the oldest known remains of an insurance agent. Thought to be dated around the time of "boy king" Tutankhamun the mummified remains

translated, indicate that the unknown producer was way behind annual production goals set by his manager.

CONGRESS TO BAN INSURANCE SALES IN ALL 50 STATES

*Both Speaker & Minority
Leader Stunned by Odd
Turn of Events in House*

By Graham Cracker

In what could turn out to be among the strangest and most dramatic votes in U.S. history, the House of Representatives overwhelmingly approved a bill that will ban all insurance sales until the year 2020. In a rare bipartisan vote of 433-2, the prohibition of insurance policies was sent in veto-proof form to President Bush's