

NARÓD



POLSKI

2007 STAR PRCUA ANNUITY PRODUCERS



Michael Guillatt
2007 Top PRCUA
Annuity Producer



Mark Guillatt



Kirk E. Harrington



Edward McGraw



Mark E. Whitsett

TOP PRCUA ANNUITY PRODUCERS

January 1, 2007 to December 31, 2007

District	Agent	Annuity Certificates
37	Guilliatt, Michael	55
37	Guilliatt, Mark	32
37	Harrington, Kirk E.	28
34	McGraw, Edward	25
29	Whitsett, Mark E.	24
98	Saczynski, Diane	20
25	Dardzinski, Mark	19
34	Venhaus, Jo Lynnette	15
34	McLane, Lonnie	15
34	Tomich, Mark	15
34	Zak, Stephen	13
6	Klamerus, Thaddeus	13
37	Tunink, Daniel	11
98	Quinn, Sharon	10

One of the most popular financial products sold by the PRCUA is its annuities. Offering interest rates as high as 6%, annuities provide our member with a stable way of getting the most from their investments. For this reason, many of our PRCUA agents have found people to be very receptive to investing in PRCUA annuities.

MICHAEL GUILLIATT - For the calendar year from January 1, 2007 through December 31, 2007, the Top Annuity Producer was Michael Guillatt of Fremont, NE in Insurance District #37, who sold 55 annuities. Two characteristics identify Mike's strong appeal to his clients. The first is his expertise, which springs from over three decades of broad experience in financial services coupled with his designations as a Chartered Life Underwriter (CLU), Life Underwriter Training Council Fellow (LUTCF), and Certified Financial Planner (CFP) Professional. Second, Mike safeguards the trust that his clients place in him by everything he does, because his reputation for unquestionable integrity is more important to him than any fee or commission. Mix in his caring manner and background in teaching and you have an advisor worth standing in line to see. Outside of the office, Mike enjoys reading, hiking, biking, kayaking, and family gathering with his wife, Janice, a teacher, and their two sons, Mark and Scott. Congratulations to Michael Guillatt, and also to his son, Mark, who achieved second place in 2007.

MARK GUILLIATT - Also from Fremont, NE, Mark Guillatt is in 2nd place having sold 32 annuities. In addition to satisfying the rigorous accreditation requirements of a Certified Financial Planner (CFP), Chartered Life Underwriter (CLU), and Chartered Financial Consultant (Continued on page 3)

PERIODICAL POSTAGE
PAID AT CHICAGO, IL

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TOP ANNUITY PRODUCERS

(Continued from page 1) (ChFC), Mark Guillatt is one of only a select few who have earned a Masters in Financial Services. A man of enormous compassion and financial insight, Mark follows a very effective philosophy: "I treat others the way I would want to be treated." Mark takes complex financial concepts and breaks them down into easy to understand terminology. Other life experiences have taken Mark to South Korea to teach English. There, he also made cameo appearances on Korean soap operas. The PRCUA appreciates Mark Guillatt's achievements!

KIRK E. HARRINGTON, RFC (Registered Financial Consultant) is once again in 3rd place, having sold 28 annuities in 2007. He also achieved 3rd place in 2006. Kirk resides in Ashton, NE with his wife, Lisa. They have three children: Jeffrey, Megan and Sydney. He has worked in the financial services business for almost a decade. Kirk is a member of the Loup City Chamber of Commerce, a member of NAIFA and a board member for the Sherman County Foundation. He enjoys coaching junior high school basketball. Great job!

EDWARD MC GRAW is an agent in Insurance District 34, who achieved 4th position in annuity sales in 2007 for selling 25 annuity certificates. He and his wife, Gloria, reside in Fort Gratiot, MI on the shore of Lake Huron. The McGraws are the proud parents of two grown sons and the loving grandparents of five grandchildren. Ed graduated from Michigan State Univ. with a B.S. in Business Administration. He is a board member of Port Huron Hospital Foundation, Sanilac County Community Foundation and Past President of the Croswell-Lexington School Board. Ed has been self-employed in the financial services industry since 1975. Congratulations!

MARK E. WHITSETT, a resident of Minnetrista, MN, is in 5th position, having sold 24 annuities throughout 2007. A licensed agent since 1992, Mr. Whitsett's expertise is providing assistance in estate planning utilizing annuities, life insurance and long-term care products. Mark Whitsett is the Supervisor in Insurance District 29 and he markets PRCUA products in several states. Congratulations to Mark Whitsett on a job well done!

Thanks are extended to all the PRCUA deputies (sales representatives) who sold annuities in 2007. Keep up the good work!

Every time an annuity is sold, it creates a Win-Win situation for the member, the deputy and the PRCUA!

PRCUA ANNUITY PRODUCTION BY SUPERVISORY DISTRICT January 1, 2007 to December 31, 2007

<u>District</u>	<u>Supervisor</u>	<u>Annuity Certificate</u>
34	Riha, Richard	152
37	Stemper, Steven A	148
12	Gibala, Teresa A	47
25	Ozog, Michael	44
6	Klamerus, Thaddeus	43
22	Muszalski, Edward	33
29	Whitsett, Mark E	24
17	Pawlowski, Barbara	17
1	Seranko, William	15
33	Robaczewski, James	14
35	Garrett, William	5
36	Kocis, Thomas	4

Considering districts that have no supervisor, the total PRCUA new annuity certificates issued in 2007 is 676, with \$11,073,091.22 in initial premium. Thanks are extended to these supervisors for their strong leadership and for the encouragement and assistance they extend to the PRCUA deputies working in their supervisory district.