

Dear Customer,

It has been a pleasure to provide assistance with your insurance and financial planning needs. We would like to give back to you by inviting you to participate in our exciting new referral system.

HERE IS HOW IT WORKS:

- You pass on the enclosed recommendation cards to someone who is in need of insurance and/or financial services. (Be sure to put YOUR name on the "Recommended By" line)
- The person you recommend then contacts us regarding their insurance and/or financial needs.
- We send you _____ as a thank you for the recent referral.
- You continue to pass out our recommendation cards and the cycle goes on.

Recommendations are the finest compliment we can receive from our clients. You can be assured that we will remain committed to the high level of service you have come to expect from Farmers Insurance.

Thank you again for your business and continued support.

Cordially,