

The Afro-American



Life Insurance Co.

“PILOT”

2-17-64

&

2-24-64

KEYNOTE SPEAKER



*W. H. Thomas, Regional Director of Region Four delivered the Keynote Address of the 1964 Annual Managers' Conference. This was Mr. Thomas' last function before retiring.*

# BIG THREE

Week of 2-17-64

## PRODUCTION

Savannah . . . . . \$103.24

Jacksonville . . . . . 78.10

Atlanta . . . . . 71.74

## NET INCREASE

Savannah . . . . . \$101.74

Atlanta . . . . . 50.99

St. Petersburg . . . . . 34.31

## ORDINARY

Atlanta . . . . . \$8,000

Tyler . . . . . 6,500

Thomasville . . . . . 4,975

## COLLECTION

St. Petersburg . . . . . 90%

Fort Pierce . . . . . 89%

Mobile . . . . . 81%

*Atlanta District Wins Efficiency Award!*

*It is with great pleasure to award the Efficiency Award to the Atlanta District for having appeared in three categories of the Big Three - congratulations!*

## Your Social Security - Survivors Benefits

Following the death of a worker, all families are faced not only with the loss of comfort and guidance from a loved one, but also the income which he provided. Although, no one can restore the family, Social Security does move to replace the lost income. During succeeding years -- while surviving children are under eighteen years old -- the social security administration generally will pay over \$27,000.00 to a widow with two children.

Survivors benefits are payable to: unmarried children under eighteen years of age; unmarried children over age eighteen who were severely disabled before they reached age eighteen and have remained disabled; a widow, regardless of age; if she is caring for a child entitled on the deceased workers account; a widow age 62 or older; a dependent widower age 62 or over; dependent parents at age 62; a divorced wife if she was dependent on the worker and if she has a child entitled to benefits. In addition to these benefits, a lump sum death payment is made.

The lump sum death payment is made to the widow or widower if he was living with the deceased at the time of death. If no living-with spouse survives, it is paid to the person who paid the burial expenses, or may be assigned to the funeral home by the person who assumed responsibility for the burial expense.

Average earnings under social security determine the amount paid.

	Yearly \$1800.00	Yearly \$3000.00	Yearly \$4200.00	Yearly \$4800.00
widow, 62 or over	60.30	78.40	95.70	104.80
widow, under 62 & 1 child	109.60	142.60	174.00	190.60
one surviving child	54.80	71.30	87.00	95.30
maximum family payment	120.00	202.40	254.00	254.00
lump sum death payment	219.00	255.00	255.00	255.00

# B I G T H R E E

Week of 2-24-64

## PRODUCTION

Miami . . . . . \$72.80

Lakeland . . . . . 35.74

Columbus . . . . . 32.90

## NET INCREASE

Miami . . . . . \$14.66

San Antonio . . . . . 8.94

Birmingham . . . . . 7.03

## ORDINARY

Houston . . . . . \$4,000

Orlando . . . . . 3,000

Jacksonville . . . . . 2,500

## COLLECTION

Pensacola . . . . . 90%

West Palm Beach . . . . . 87%

Miami . . . . . 80%

## Your Social Security - cont'd:

Work by a beneficiary effects these benefits in the same manner as described for retired workers, i. e., survivors are subject to the same retirement test as insured workers at age 62 or over.

Social Security benefits terminate when a child marries; when a child becomes age 18, unless severely disabled before age 18; when a child is adopted by someone other than a step-parent, grandparent, aunt or uncle. Benefits to a widow, dependent widower, or dependent parent terminate with re-marriage.

U.S. Department of Health, Education  
& Welfare

-Social Security Administration

\*

### What does it cost to train a Salesman?

What do you lose when he doesn't make the grade? A national survey conducted by the Sales Executives Club of New York indicates that it now costs \$8,731.00 to recruit, train and supervise an individual salesman -- and that's what a company loses if the salesman isn't around long enough to begin amortizing the investment. The 500-plus companies polled by the club hired 16,000 salesmen during 1963, and only 68.5% were still with the companies at the end of the year; and only 50% are expected to last through 1964. So those companies alone stand to lose around \$70-million.

Among other things the survey turned up is the calculation that more than 52% of all sales were brought in by only 27% of the sales force. The "average producers" among the salesmen made up 52% of the sales force, but brought in only 37% of the volume.

-R&R Weekly News Review Digest

PRO-AMERICAN LIFE INSURANCE COMPANY  
 JACKSONVILLE, FLORIDA

COMBINED PREMIUM INCOME PROGRESS REPORT  
 WEEK 12-3-62

<u>DISTRICT</u>	<u>ANNUAL BUDGET</u>	<u>EXPECTED TO DATE</u>	<u>ACTUAL TO DATE</u>
Pensacola		\$83,449.50	\$77,923.54
Gainesville		99,212.00	98,489.49
West Palm Beach		91,186.02	82,443.65
Tallahassee		106,820.00	103,533.98
Orlando	T O	112,112.50	126,198.23*
Fort Pierce		104,962.50	106,697.55*
Lakeland		134,792.00	131,461.17
Tampa		115,152.00	108,056.08
St. Petersburg		134,690.00	126,363.29
Miami		312,095.50	300,698.08
Jacksonville		377,688.00	355,308.89
Cordele		97,125.50	97,004.03
Atlanta	B E	129,967.52	127,266.61
Columbus		175,123.50	168,889.40
Valdosta		166,344.50	165,686.83
Savannah		126,637.50	118,981.75
Athens		172,390.00	188,348.86*
Birmingham	A D	61,707.50	66,671.81*
Tuskegee	J U	11,243.50	13,138.72*
Mobile	S T	31,935.50	19,590.44
Tyler	E D	50,078.07	67,954.36*
Dallas		50,914.50	57,549.16*
San Antonio		17,494.50	18,216.84*
Houston		79,163.00	74,318.66
Beaumont		44,221.50	36,846.51
		<u>\$2,886,506.51</u>	<u>\$2,730,940.38</u>

12/11/62

AGENCY DEPARTMENT

AFRO-AMERICAN LIFE INSURANCE COMPANY  
JACKSONVILLE, FLORIDA

WEEK 12-3-62

DISTRICTS DEBIT STATUS REFLECTING INCREASE OR DECREASE

<u>DISTRICT</u>	<u>DEBIT</u>	<u>INC.-DEC.</u> <u>TO DATE</u>	<u>COL.</u> <u>%</u>	<u>ORD.</u> <u>PROD.</u>	<u>IND.</u> <u>PROD.</u>	<u>LAPSE</u>	<u>INC.</u>	<u>DEC.</u>
Pensacola	\$1524.57	\$26.59	154	--	\$14.15	\$13.24	.91	
Tallahassee	1998.34	56.66	160	--	21.51	28.82		7.31
Jacksonville	6354.51	-122.97	304	16,500	11.20	22.56		11.36
Gainesville	1878.67	-52.93	182	--	11.60	--	11.60	
Orlando	2431.10	-92.37	212	13,500	18.51	3.84	14.67	
Lakeland	2739.52	-100.63	160	1,000	103.32	4.98	98.34	
Tampa	2083.95	-160.31	233	--	12.32	12.65		.33
Fort Pierce	2198.29	-131.63	299	--	8.68	6.88	1.80	
West Palm Beach	1481.49	-54.92	180	--	3.16	4.62		1.46
Miami	5390.11	-199.34	245	12,000	42.44	34.65	7.79	
St. Petersburg	2427.80	88.96	191	--	25.42	13.27	12.15	
Atlanta	2317.16	-122.23	191	2,500	17.13	18.08		.95
Columbus	3237.81	12.65	185	--	13.79	24.29		10.50
Valdosta	2526.95	-68.04	182	--	33.05	14.60	18.45	
Cordele	1990.40	165.55	206	8,500	13.32	22.83		9.51
Savannah	2166.38	-80.05	231	4,500	62.76	20.96	41.80	
Athens	3878.14	185.35	231	3,500	23.22	14.09	9.13	
Birmingham	1242.26	-74.81	161	1,000	15.41	15.06	.35	
Mobile	389.98	-55.56	183	--	--	--		
Houston	1624.63	-47.31	119	1,000	32.34	13.35	18.99	
Tyler	1624.35	-40.39	156	3,000	29.62	19.19	10.43	
Dallas	1361.54	-102.27	111	2,592	15.37	22.83		7.46
Beaumont	783.83	-69.33	243	6,245	22.33	9.50	12.83	
San Antonio	503.89	105.14	146	--	14.70	6.62	8.08	

12/11/62

AGENCY DEPARTMENT

Greetings:

As we close another year of faithful service with an institution founded upon the principle of unselfish service to a large segment of people impoverished in spirit and living a sub-standard existence, let us remember that the next twelve months will give to us another chance to make real those basic concepts of our founding fathers.

With sincere greetings for a Happy and Pleasant Yuletide, I remain

Yours for a great year,

T. P. Turner  
Assistant Agency Director

Auditing Department

As the Christmas Season approaches, let us pause for reflection, offering our thanks for the Christ child, our humble appreciation for health and strength which God has bestowed upon us; our freedom of worship; our country in which we live in peace and prosperity; for our many friends - Best wishes To each of you for A Merry Christmas and A Happy New Year!

H. W. Evans Jr

James A. Richardson

Rosa Lee Vance Byrd

L. A. Moore

David Marshall

Executive Secretaries

It wouldn't seem like Christmas if we didn't get in touch and send the Season's Greetings to folk who mean so much - Merry Christmas!

Glenn S. Hampton

Opal M. Patee

Jewel Borders Alexander

Christine L. Jordan

Public Relations Department

May all the joy the Shepherds knew on that first Holy Night,

Bless you and yours at Christmastime and make your New Year

Bright - Merry, Merry Christmas!

Lud D. Reed Jr

Marva Jenkins

Results Of The Prognosticators '11

	<u>Games Right</u>	<u>Games Wrong</u>	<u>Total Games Predicted</u>
J. L. Lewis, Jr.	53	54	107
Miss W. R. Small	51	56	107
W. H. Thomas	50	57	107
C. A. Simmons, Jr.	48	59	107
F. G. Reed, Jr.	47	60	107
Mrs. B. L. Penn	45	52	97
C. A. Shaw	43	54	97
T. P. Turner	41	45	86
S. L. Williams	39	35	74
F. W. Ervin, Sr.	34	31	65
T. R. Rutherford, Sr.	12	31	43
Mrs. R. L. Byrd	22	20	42
Mrs. B. Poole	20	22	42

Underwriting Department

Sound of happy voices singing  
Sound of joy bells gaily ringing  
Wreaths of holly hung with care  
Greetings on the frosty air -  
It's Merry Christmas To You From Us!

Winford P. Small

Claudia L. Spears

Lemmer Hart

Personnel Department

Wishing You All The Joys  
Of The  
Christmas Season

B. M. Bowman

Tabulating Department

May We Extend Best Wishes  
For A

Merry Christmas And A Happy New Year.

Maude E. Pfeilke

Irhelmina Brown

Lillian McCallan

Mamie Lois Larkins

Ludene W. Thomas

Arlene Reed

Charles Grant

Mary F. Lapp

John Hightower

Freddie Hill

Bob Sprattling

H. Mason Selary

Actuarial Department

It is with pleasure that the Actuarial Department expresses sincere greetings to all and we wish for you much happiness and a measure of goodwill in the coming year.

C. E. Simmons, Jr.  
John W. Young

Charles Sedman  
Delphine A. Thomas

Assistant Secretary

May the meaning of Christmas be deeper;  
It's faith stronger and it's hopes brighter  
As it comes to you this year - Merry  
Christmas And A Happy New Year

R. W. Lee

Printing Department

May all the joys of Christmas come your way, as you celebrate this joyous day. The Printing Department wishes you and yours a Merry Christmas and A Happy New Year.

Edwin Hampton  
Fred G. Reed, Sr.

Edward Austin  
Clara L. Kendall

Maintenance Department

For your friendship and cooperation in the past, we extend to you our most hearty and sincere thanks, and may our best efforts in the future contribute to a New Year of Happiness and Prosperity.

W. W. Brown Asst. Geo. Richardson Jr.  
Albert Jones  
Ernest O. Thomas

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Industrial Production Leaders - (Cont'd):

<u>Salesman</u>	<u>District</u>	<u>Amount</u>
L. M. Elbert	Savannah	\$ 3.84
R. L. Tucker	Ft. Pierce	3.77
G. Williams	Savannah	3.62
M. C. Burney	Valdosta	3.61
A. Hall	St. Petersburg	3.52
H. Hill	St. Petersburg	3.47
A. W. Scott	Tyler	3.40
A. D. Devoe	Orlando	3.17
J. Benhan	Atlanta	3.16
E. M. Oldums	Tyler	3.15
J. Muse	Birmingham	3.15
L. B. English	Gainesville	3.15
C. J. Hollingsworth	Condele	3.13
O. D. Leadon	Tyler	3.10
W. E. Houston	Pensacola	3.04
R. Hider	Tyler	3.00

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Ordinary Production Leaders

R. Miller	Condele	5,000
E. Pitts	Athens	2,500
W. Williams	Savannah	2,500
D. H. Bridges	Condele	2,500
E. P. Givens	Tyler	2,000
G. Hughley	Miami	2,000
M. Burton	Athens	1,000
D. Williams	Savannah	1,000
E. E. Spikes	Savannah	1,000
M. P. Jackson	Condele	1,000
M. Hill	Lakeland	1,000
H. S. Norris	Birmingham	1,000
T. Berry	Tyler	1,000

Revival

C. J. Hawkins	Orlando	\$13,500
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Week's Industrial Star Salesman

Week's Ordinary Star Salesman

\$20.82

Week Of 12-3-62

\$10,000

R. Romeo . . . . . Lakeland

O. D. James . . . . . Miami

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Salesman	District	Amount
D. Randolph	Lakeland	\$18.92
C. L. Harter	Lakeland	18.10
W. Williams	Savannah	15.66
D. Harrington	Tallahassee	15.16
E. Vickers	Lakeland	15.11
R. Warner	Lakeland	12.86
J. M. Yarn	St. Petersburg	12.22
O. Spearman	Miami	11.98
H. B. Ferguson	Miami	11.49
T. B. Jordan	Savannah	10.21
V. R. Guyton	Valdosta	9.74
B. Brinson	Lakeland	9.58
G. McLendon	Savannah	9.34
L. G. Barrwell	Savannah	8.00
N. Boykins	Orlando	7.89
E. Nichols	San Antonio	7.00
F. M. Redd	Tyler	6.41
B. Denning	San Antonio	6.20
G. Jenkins	Valdosta	6.17
E. E. Spikes	Savannah	5.98
L. J. Laster	Athens	5.74
A. Wilson	Savannah	5.72
C. Corbin	Orlando	5.63
P. J. McIntosh	Jacksonville	5.60
A. Gilliam	Tallahassee	5.18
M. Washington	Columbus	5.08
R. Jefferies	Atlanta	5.02
G. Eppinger	Atlanta	4.97
G. Thomas	Ft. Pierce	4.91
J. W. Brown	Miami	4.77
E. C. Harris	Miami	4.76
N. L. Williams	Jacksonville	4.70
W. E. Williams	Gainesville	4.50
R. Lewis	Tampa	4.1
J. M. Hill	Lakeland	4.28
H. A. Jackson	Pensacola	4.24
R. L. Hudley	Savannah	4.23
W. H. Hanna	Miami	4.13

Bookkeeping Department

We wish all of the Afro Family A Very Happy Holiday Season-

G. S. Alexander      Alton Adams Jr  
Fred. A. Dixon

Ordinary Department

At this season of the year when the birth of the Christ Child is celebrated with joy and gratitude, as did the Three Wise Men two centuries ago - we wish to thank all of the Afro Family and friends for their cooperation and friendship during the year.

We sincerely wish for you the Merriest Christmas and a Prosperous and Happy New Year.

M. H. Steward

Louvenia Wells  
Mercedese Collins  
Gloria B. Richardson

Sallie Ann Vonceil Walker  
Viola M. Hartsfield  
Patricia B. Miller

Medical Department

May good fortune, good health, and the achievement of all your desires be yours in the year to come - A Merry Christmas And A Happy New Year to each of you.

M. Schrey, M.D.

Verdie M. Cruse

Employees Welfare And Pension Department

Greetings And Best Wishes For The

Holidays!  
ROBT. P. STEVART

Claims Department

We are grateful for this opportunity to extend Season Greetings to all members of our organization and to our host of friends in the role of policyholders and the general public. May the Christmas story echo merrily in our heart-throughout the year.

M. H. [unclear]

Mr. M. [unclear]

Mrs. Anna C. Mitchell

Mrs. Mercedes Chandler

Vivian D. Peterson

Leonard Williams

Agency Accounting Department

May Peace, Good-will And Happiness  
Abide With You Through All The Year!

Irene E. Alexander

Clarence S. Street

Lutka Mae Taylor

Willie Maye Hankins

Lolita A. Coleman

Switchboard & Information

Meeting in thought at Christmastime,  
Wishing you joy as Christmas bells chime!

Ethel M. Holzendorf

Mortgage, Investment & Payroll Department

The Mortgage, Investment & Payroll Department wishes to thank you for your cooperation during the past twelve months. It has been a pleasure working with you. May your Christmas be merry and the New Year be filled with happiness.

Russell Rubinson

Margrett W. Fletcher

Celestine Harris

Mae P. Sperring

Mary H. Mackey

# BIG THREE

Week Of 12-3-62

## Production - Net Increase

Lakeland . . . . .	\$103.32	Lakeland . . . . .	898.74
Savannah . . . . .	62.76	Savannah . . . . .	41.80
Miami . . . . .	42.44	Houston . . . . .	18.99

*If nothing was ever attempted until it could be done to perfection, there would be nothing done . .*

## Ordinary Collection

Jacksonville	\$16,500	Jacksonville . . . . .	304%
Orlando . . . . .	13,500	Fort Pierce . . . . .	299%
Miami . . . . .	12,000	Miami . . . . .	245%

### Miami District Wins Efficiency Award

*It is with great pleasure to award the Efficiency Award to the Miami District for having appeared in three (3) categories of the Big Three Congratulations-*

# BILL THOMAS SAYS

Whatta Day! Whatta Time! Yep, that is just what the personnell of the Tallahassee District intended it to be. Friday, November 30th, Tallahassee District brought to a conclusion a "Home-Coming" program, which started a week earlier. Manager Johnson and his Assistant, F. S. Mitchell of Cordele were there, each charged with a dangerous amount of "Kill 'Em Quick Gas" to loose on their host, should things get a little rough. But, Manager Pridgeon, always the sneaky gentleman played it ever so cool and kept his guest in deep suspense while satisfying their gastronomical cravings with a menu fit for 'Old Henry the 8th. When at just the right time came, Assistant Manager King politely and effectively lowered the boom by reading the individual production record of each debit manager, which was led by Mrs. Dorothy Harrington (Queen) and the unpredictable John L. Strong (King). The grand total being a cool \$116.33 plus \$12,000 Ordinary. Allowing a few minutes to permit Johnson and Mitchell to digest this thunder-bolt, the Regional Director, representing the Home Office, presented to the six employees: Mesdames Howe, Kinlaw Twine, (in absentia) Brown, Green and Mr. Strong, whose years of employment by Afro-American Life Insurance Company amounted to One Hundred; Fifty-Four years. Citations of Merits and Appreciation for their contribution, which have meant so much to the institution over the years. This presentation was climaxed by cash awards to the six honorees and winners in the current event. Everyone was happy and expressed great praise, respect and affection for the management team. Determined to "See 'em, Tell 'em and Sell 'em" - each departed for home a few hours rest, before hitting the trail for the biggest collection in the history of their District.

Hats off to all who had a part in this most outstanding exhibition of loyalty, ambition and sportsmanship. There were no shedding of tears on this occasion; Manager Johnson and his Assistant expressed great praise for Manager Pridgeon and his corp of salesmen and admonished each to give of their best at all times - For when the Great Scorer comes to write against their name, He writes not whether they won or lost, but how you played the game.

W. H. Thomas,  
Regional Director

AFRO-AMERICAN LIFE INSURANCE COMPANY  
JACKSONVILLE, FLORIDA

DEBIT MANAGERS RATING EXCELLENT  
IN ARREARS CONTROL

WEEK 12-3-62

<u>AGENT</u>	<u>DEBIT</u>	<u>COLLECTION</u>	<u>%</u>	<u>ARREARS</u>	<u>%</u>	<u>ADVANCE</u>
Pensacola						
T. Wiggins	\$154.12	\$238.42	154	\$147.41	95	\$281.34
B. Dubose	16.89	12.93	76	3.20	19	17.36
H. Jackson	231.49	498.43	215	185.63	80	268.93
J. M. Morgan	303.48	443.65	146	226.10	74	489.11
S. J. Douglas	239.31	302.70	127	204.05	85	301.32
Tallahassee						
A. M. Brown	171.88	249.10	144	113.34	65	206.10
L. Green	180.29	649.25	360	115.47	64	385.48
Jacksonville						
J. M. Argrett	212.77	522.02	244	149.98	70	497.24
N. L. Williams	244.40	874.42	358	222.53	91	409.21
L. M. Ashford	198.54	405.52	205	175.51	89	241.19
H. Walton	287.63	611.82	213	144.31	50	1,218.80
L. R. Raiford	301.42	1,068.27	354	295.40	98	556.31
F. Kato	230.59	1,019.48	442	186.35	80	375.58
P. M. Douglas	498.96	1,646.26	330	452.29	90	1,052.60
A. Fleming	523.51	1,501.39	287	458.35	87	505.97
N. B. Williams	445.28	1,070.48	239	391.76	87	1,105.00
E. C. Deas	241.61	908.81	384	134.70	56	905.88
Gainesville						
J. F. Murrell	338.70	612.08	181	302.21	89	462.68
B. McKnight	156.67	296.40	206	124.37	86	170.16
Orlando						
A. D. Devoe	238.52	1,100.00	460	197.24	82	504.54
C. Corbin	299.21	725.51	246	154.00	52	410.96
C. J. Hawkins	42.40	93.79	212	31.81	72	157.24
S. Anderson	313.61	395.76	128	231.76	75	267.31
Tampa						
E. C. White	23.20	36.57	157	4.60	19	39.13
G. W. Sullivan	358.28	679.92	189	177.80	49	519.20
F. Gilmore	280.58	985.19	352	263.44	94	443.69
W. Corbett	180.84	575.23	318	126.03	69	172.05
St. Petersburg						
L. Thompson	176.93	311.15	176	144.42	82	333.12
J. M. Yarn	28.29	20.93	74	23.27	82	36.44
E. Cobb	358.31	1,079.54	301	241.32	67	502.59
J. M. Yarn	378.62	1,000.80	268	155.60	41	596.79
M. Newsome	154.51	259.01	169	119.59	78	233.79
C. F. Fuller	251.15	693.19	277	134.54	53	263.44
L. B. Woodson	146.80	270.11	183	97.10	66	142.22
L. M. Harris	173.10	208.93	122	86.14	50	157.46
Fort Pierce						
A. E. Clark	209.52	1,028.05	497	157.70	76	605.03

DEBIT MANAGERS RATING EXCELLENT IN  
ARREARS CONTROL

WEEK 12-3-62

<u>AGENT</u>	<u>DEBIT</u>	<u>COLLECTION</u>	<u>%</u>	<u>ARREARS</u>	<u>%</u>	<u>ADVANCE</u>
Miami						
E. Harris	\$ 13.70	\$ 15.12	110	\$ 2.00	14	\$ 5.54
J. Dean	251.15	1,013.25	399	225.02	88	366.67
G. Vaughn	217.78	493.37	227	185.37	85	307.14
G. Vaughn	138.48	345.22	249	127.27	91	188.32
Houston						
O. Johnson	62.88	50.60	77	6.20	09	67.75
Savannah						
G. Williams	77.00	135.58	176	55.74	72	107.28
Athens						
H. Sims	471.78	1,001.07	212	267.89	56	1,062.28
C. F. Tate	400.96	1,002.77	250	194.40	48	740.38
L. M. Elbert	86.13	237.04	257	85.71	93	208.83
H. Stephens	140.23	330.77	235	134.10	95	227.72
Cordele						
R. Miller	228.27	1,021.99	453	157.71	70	1,157.44
V. Cook	252.50	440.54	179	217.32	88	443.97
J. Abel	139.93	206.56	147	139.13	99	103.49
H. Bridges	249.98	481.11	189	215.94	85	524.99
Valdosta						
G. Jenkins	185.99	340.12	183	151.91	82	329.82
E. H. Hadley	84.69	162.46	191	36.94	43	109.03
C. Samuel	167.76	342.64	204	123.49	73	230.73
Atlanta						
J. H. Langston	12.96	110.56	898	7.70	62	115.35
H. Cornelious	88.00	214.94	241	72.80	81	168.27
Columbus						
M. Washington	73.29	151.25	206	67.93	92	72.07
M. Hylick	174.37	136.37	78	153.27	88	37.77
Birmingham						
M. Lindsey	13.31	7.92	59	8.25	61	1.00
Mobile						
F. Scott	21.41	35.41	165	11.00	51	23.53
Tyler						
O. D. Leadon	5.18	21.92	429	--	--	14.74
R. Hider	34.15	44.90	131	33.40	97	30.85
Beaumont						
H. C. Blackmon	21.14	33.60	159	13.25	62	22.06
M. Countee	64.33	158.87	246	57.87	89	89.69
San Antonio						
B. Demmings	21.54	15.33	71	19.03	88	8.00
E. B. Nichols	26.97	32.63	121	13.04	48	21.68

12/18/62

AGENCY DEPARTMENT

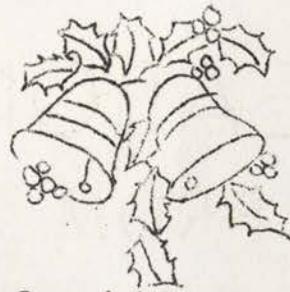
<u>DISTRICT</u>	<u>AGENT</u>	<u>DEBIT</u>	<u>COLLECTION</u>	<u>PERCENTAGE (%)</u>
Force Pierce	G. Thomas	\$274.65	\$ 705.48	259
Savannah	E. E. Spikes	439.45	1,140.28	259
Atlanta	J. Ricks	52.20	131.62	259
Miami	J. W. Brown	416.57	1,060.73	254
Birmingham	H. S. Norris	79.29	199.74	252
Cordale	B. J. Lockhart	244.56	613.51	251
"	M. Nelson	127.81	317.55	250
Athens	C. F. Tate	400.96	1,002.77	250
Miami	H. B. Ferguson	801.85	2,001.28	249
"	O. Spearman	252.03	620.77	247
Athens	R. Johnson	233.24	576.95	247
"	M. Jones	215.18	533.25	247
Beaumont	H. C. Blackman	64.33	158.87	247
Valdosta	R. L. Ivey	182.25	445.03	245
"	E. L. Martin	150.71	365.24	243
Miami	C. E. Vaughn	138.48	435.27	242
Atlanta	H. Cornelius	84.51	214.97	242
Orlando	C. Corbin	299.21	724.93	242
Tampa	R. Lewis	173.37	385.77	240
Athens	H. Stephens	140.23	330.77	236
Beaumont	L. B. Rogers	104.37	244.71	235
Savannah	R. L. Hudley	179.70	422.02	235
West Palm Beach	V. V. Wilkins	295.33	688.90	233
Athens	L. Williams	378.41	867.22	229
Columbus	E. Pitts	239.37	540.44	226
Jacksonville	H. S. Walton	207.63	648.92	226
Miami	C. E. Gibson	431.16	974.02	225
Orlando	C. J. Hawkins	42.40	93.79	221
Tampa	R. Judge	231.36	518.55	220
Miami	C. E. Vaughn	217.78	479.17	220
Lakeland	C. L. Harter	496.33	1,075.41	217
Pensacola	H. A. Jackson	231.49	498.55	215
Lakeland	E. Vickers	469.52	1,006.84	214
Savannah	G. Williams	217.56	265.39	214
Valdosta	E. R. Sears	76.22	163.48	214
Miami	B. Grant	122.58	262.35	213
Gainesville	L. B. English	182.40	387.86	213
Athens	H. Sims	471.78	1,001.07	212
Birmingham	W. J. Jones	111.77	251.70	212
Fort Pierce	A. B. Brown	350.46	736.30	210
Columbus	A. L. Peters	297.73	625.19	210
Jacksonville	Ruth Barnes	95.20	197.12	207
Valdosta	C. S. Samuels	167.76	342.62	205
Atlanta	W. Wood	170.04	347.70	205
Jacksonville	L. M. Ashford	198.54	405.02	204
Tyler	D. Thomas	31.53	63.99	203
Tallahassee	D. Harrington	267.52	541.18	202
"	H. Howe	193.76	388.58	202
Tampa	B. Batchelor	122.78	257.74	202
"	S. J. Mock	344.79	752.92	202
Savannah	T. B. Jordan	260.24	526.04	202
Valdosta	V. R. Guyton	154.43	309.11	201
Tampa	G. Sullivan	358.28	718.03	201
"	G. F. Cook	18.71	41.14	201
Jacksonville	G. T. Hammond	173.75	349.80	201
West Palm Beach	C. Smart	1.84	3.68	200

ANNUAL COLLECTION WEEK  
DECEMBER 3, 1962

RESULTS BY AGENTS  
200% COLLECTION AND ABOVE

<u>DISTRICT</u>	<u>NAME</u>	<u>DEBIT</u>	<u>COLLECTION</u>	<u>PERCENTAGE (%)</u>
Orlando	V. McBride	\$198.93	\$1,061.11	500 ✓
Fort Pierce	A. E. Clark	209.52	1,028.53	490 ✓
Orlando	A. D. Devoe	235.52	1,100.00	461 ✓
Cordele	Red Miller	225.15	1,021.99	454 ✓
Jacksonville	F. A. Kato	230.59	1,021.92	443
"	M. L. Bartley	260.64	1,113.64	427
Tyler	O. D. Leadon	5.18	21.92	423
Jacksonville	N. L. Williams	244.40	1,004.96	411
Miami	J. H. Dean	251.15	1,015.01	404 ✓
Jacksonville	F. H. Hoover	9.77	39.38	403 ✓
Tallahassee	L. Green	180.29	649.25	398 ✓
Jacksonville	E. C. Deas	295.10	1,124.94	381 ✓
"	L. R. Raiford	301.42	1,109.88	368 ✓
"	M. J. Royster	230.23	836.98	363 ✓
Tampa	F. F. Gilmore	280.58	1,013.50	361
Fort Pierce	W. J. Butler	305.74	1,093.16	357 ✓
Athens	G. Stroud	237.97	829.90	349
Jacksonville	P. M. Douglas	498.96	1,719.59	344 ✓
Miami	W. H. Hanna	220.24	741.99	332 ✓
"	O. Spearman	177.01	583.93	329
"	M. J. Hanna	210.08	691.24	328 ✓
Mobile	F. Scott	155.36	509.08	327 ✓
Atlanta	E. Webb	309.69	1,008.16	326 ✓
Fort Pierce	R. C. Spann	354.92	1,144.94	322 ✓
Savannah	L. G. Barnwell	410.34	1,319.97	321 ✓
Jacksonville	James Smith	452.62	1,425.88	315
Athens	L. P. Brown	103.86	318.70	307
Gainesville	C. L. Bostick	110.88	335.68	305
Miami	A. Strachan	434.27	1,319.05	304 ✓
Jacksonville	P. J. McIntosh	438.05	1,334.78	304 ✓
St. Petersburg	E. Cobb	358.31	1,079.54	301
Miami	R. L. Hall	351.10	1,039.39	296
Tyler	P. Alexander	195.93	581.91	296
Athens	H. Williams	345.13	1,019.56	295
Jacksonville	A. Fleming	523.51	1,501.39	287 ✓
"	J. L. Richo	366.77	1,042.17	284 ✓
Houston	Fred Hawkins	294.41	829.09	282
Fort Pierce	J. S. Green	308.84	860.46	279
Athens	J. Broughton	272.36	644.60	275
Jacksonville	Luther Blue	429.82	1,182.35	275
Columbus	A. Alexander	410.76	1,120.17	273
Athens	L. M. Elbert	86.85	237.04	273
Jacksonville	J. M. Argrett	212.77	575.94	270 ✓
"	P. S. Calhoun	371.04	1,002.32	270 ✓
Tampa	E. B. Kelly	213.61	575.23	270
Fort Pierce	C. Jasper	279.58	749.00	268
West Palm Beach	V. Ponder	194.37	516.68	266 ✓
St. Petersburg	J. M. Yarn	378.62	1,000.80	264 ✓
Valdosta	M. C. Burney	104.56	273.13	263 ✓
Jacksonville	N. B. Williams	445.28	1,160.11	260 ✓

"A Merry Christmas To All"



Dear Co-Workers:

As we observe this - the Nineteen Hundred and Sixty-Second Anniversary of the birth of Christ, let's make it a meaningful occasion in our lives, and resolve to make the real spirit of Christmas a part of our everyday living throughout the New Year. It is only in this way that "men of good-will" will find it possible to overcome the evil forces of greed, hatred, prejudice, discrimination and injustice - with which the world is now encompassed.

With an earnest prayer that God's choicest blessings may be yours now, and throughout the coming years, I am

Sincerely yours,

Chas. A. Shaw,  
Vice President

"Holiday Greetings"

Not in the sense of custom only, but with genuine appreciation of our pleasant association during the past year, I extend to you my best wishes for a Merry Christmas and a New Year of Happiness and Prosperity.

H. R. Jones  
Area Supervisor - Texas

Seasons Greetings To All Members Of The Afro Family

It is a privilege to wish you the joys of the Season, happiness and prosperity throughout the New Year.

I feel that this year should not pass without an opportunity to wish you and yours A Happy and Prosperous 1963.

Blanche L. Penn  
Regional Cashier

# SEASONS GREETINGS

FROM

BILL THOMAS

*As christian nations take time out to celebrate the birth of our Lord and Savior, Jesus Christ, may we not forget those of His children who perhaps in a small way have also given their mite toward making this world a better place for us to dwell. May we not become overwhelmed by the sparkling tinsel, ringing bells or the shimmering lights, but rather join with one another in making Christmas real in the lives of all those whom we may be able to serve. Everyday can be Christmas and each New Year exceedingly happy.*

*To You And Yours A Merry Christmas And A Joyful New Year!*

*W. H. Thomas,  
Regional Director*



# FROM THE OFFICE OF THE AGENCY DIRECTOR

## GREETINGS

In the midst of our year end - reviewing and planning our appraisals, and projections, the spirit of Christmas seems to come upon us with a comforting nostalgia.

Our enervations give way to a spirit of dedication, kindness and service. We take time out to pay respect to old friends and co-workers and to spread joy to the world.

Let us strive to keep this spirit active throughout the year, through generating a concerted effort for "Peace On Earth And Goodwill Towards Men."

The Agency Department extends Greetings of the Season to everybody.

Yours very truly,

J. A. Batts  
Vice Pres.-Agency Director

## THE AGENCY STAFF

L. M. Argrett  
V.P.-Asst. Agency Director

T. P. Turner  
Asst. Agency Director

J. L. Lewis  
V.P.-Asst. Agency Director

O. D. James  
Asst. Agency Director

Fleta Griffin  
Secretary

W. H. Thomas  
Regional Director

Katherine B. McKinney  
Secretary

H. R. Jones  
Area Director

Eula Evans  
Secretary

T. V. Covington  
Supervisor, Field Accounting

# FROM THE OFFICE OF THE SECRETARY

*The Holiday Season is a time of tradition when families draw together, reaffirming well-loved customs and fundamental beliefs. The word Christmas brings to mind warm and wonderful memories and deep and abiding hopes.*

*In spite of the uneasy tensions of the times in which we are living, the Christmas spirit gives strength to us all. If we can but fashion the spirit of Christmas into a way of life - a direction in which we travel each day - a more peaceful world is within our grasp.*

*This is not a dream but something that is within the reach of all of us. If we would apply the same unselfishness, forgiveness and understanding that we feel at Christmastime to situations that arise within our daily lives in the home, the business world and our communities throughout the year, we would be taking a great step toward making the spirit of Christmas a year-round influence.*

*Let us try to carry the fine attitudes we have at this season into our activities during the coming year. Our lives and the lives around us will be richer for this effort.*

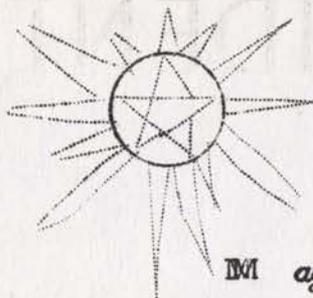
*May your Christmas Holidays be satisfying, and may you find the peace of mind and heart which lies within your reach.*



*Sincerely yours,*

*J. H. Burrey, II*

*J. H. Burrey, II  
Vice President-Secretary*



# Greetings

**M**ay the peace

**A**nd happiness of the Season near

**R**ule supreme throughout the

**Y**ear

**L**et the joys of the Christmas

**E**ver bring pleasant memories

**W**ith happiness

**I**n fullest measure - and

**S**incere friendships that you treasure

**B**righten your New Year with

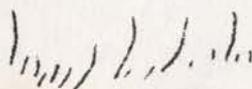
**E**very light upon your

**T**ree - and

**S**ounds of carol singing, too

**C**heery greetings,

**H**appiness the whole year through!



# FROM THE PRESIDENT'S DESK

## *Greetings:*

*We are grateful for the festive Season which gives us a special opportunity to greet our friends and co-workers everywhere. Not only at Christmas time, but all through the year we are engaged in the spread of "good tidings."*

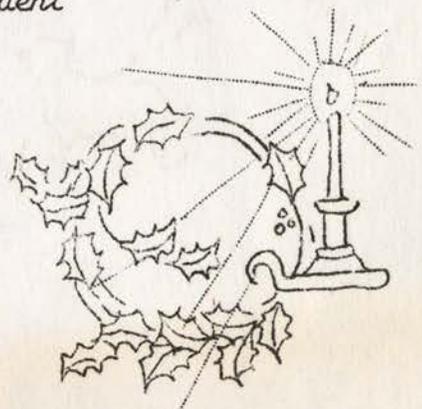
*It is our constant aim to see beyond the machinery of policies, premiums and sales techniques and into the great heart of life insurance and to tell all men of it, so that they may be free of fear and worry.*

*Then too, the infinite joy that Christmas brings, serves to remind us that all good things in life come from Him and His teachings.*

*May you have a Merry Christmas, in all the fullest, richest and deepest meaning of those happy words and that the New Year will be filled with good health and Prosperity for all.*

*Very truly yours,*

*James H. Lewis,  
Chairman-President*



I  
love  
a star,  
a wreath,  
a shopping  
list, a crowd,  
a gift, a time  
of worship, a toy  
a child, a colored  
ball, a party, a kiss,  
a family together, the  
sound of laughter, turkey  
'n mince pie, joy and peace  
a tree of lights, the glow of  
candles, the faith of a child,  
the sound of bells an angel's  
song, a season of wonder and togetherness,

a  
world  
at  
peace  
filled with love  
and good will  
toward all  
mankind

The Afro-American



Life Insurance Co.

"PILOT"

12-3-62

Merry Christmas



Week's Industrial Star Salesman

\$12.83

E. Bethel . . . . . Miami

Week's Ordinary Star Salesman

\$12,000

McKenzie & Williams. . Albany

Week of 2-17-64

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<u>Salesman</u>	<u>District</u>	<u>Amount</u>
A. Hall	St. Petersburg	\$15.30
V. Reese	Daytona	14.38
J. Reedy	Savannah	14.24
R. J. Stephens	Tallahassee	14.09
G. McLendon	Savannah	14.01
W. L. Alexander	Houston	13.55
R. Miller	Condele	13.50
E. E. Spikes	Savannah	13.38
W. Taylor	Savannah	13.10
L. Pinckney	Savannah	13.05
G. Hudley	Savannah	12.78
J. M. Yarn	St. Petersburg	11.31
O. F. Fuller	St. Petersburg	11.10
W. Wood	Atlanta	10.82
G. Sabb	Savannah	10.47
R. Jordan	Jacksonville	10.27
A. Daniels	Miami	10.12
W. Williams	Gainesville	9.90
R. F. White	Valdosta	9.60
D. Brown	Atlanta	9.53
J. W. Williams	Albany	9.51
C. F. Tate	Athens	9.40
A. L. Grant	Thomasville	8.98
P. M. Douglas	Jacksonville	8.80
L. Lang	Miami	8.73
H. Hall	Tampa	8.70
R. Johnson	Pensacola	8.69
J. O. Grace	Houston	8.60
A. L. Fleming	Jacksonville	8.57
D. Atwaters	Tallahassee	8.45
E. Jones	Tyler	8.37
J. Strong	Tallahassee	8.26
D. Randolph	Lakeland	8.11
G. Hughley	Miami	7.80
N. Y. McElroy	Houston	7.75

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# PRODUCTION

<u>Salesman</u>	<u>District</u>	<u>Amount</u>
E. White	Tampa	\$ 7.67
L. Scipio	Daytona	7.45
M. Jones	Athens	7.41
J. Weaver	Jacksonville	7.35
M. E. Smith	Tyler	7.15
G. L. Johnson	Tyler	7.15
L. Goodman	Valdosta	7.07
C. L. Harter	Lakeland	6.92
E. C. Wiley	Tampa	6.89
L. Yarber	Tyler	6.75
W. J. Bass	Gainesville	6.73
G. Williams	Savannah	6.71
R. Jefferies	Atlanta	6.53
C. L. Currie	Orlando	6.50
R. L. Williams	Gainesville	6.48
R. Archie	Athens	6.46
G. Eppinger	Atlanta	6.25
G. Hillman	Athens	6.18
R. Warren	Lakeland	6.12
A. Clark	Ft. Pierce	6.10
M. Horton	Albany	6.08
F. A. Kato	Jacksonville	5.95
T. Mallory	Birmingham	5.90
B. Alexander	Albany	5.88
E. F. Wilmore	Houston	5.80
L. B. English	Gainesville	5.79
A. Sistrunk	Jacksonville	5.78
C. S. Samuel	Thomasville	5.58
B. W. Robinson	Gainesville	5.50
M. Foreman	Atlanta	5.45
F. R. Barnes	Albany	5.41
G. Williams	Athens	5.40
E. C. Deas	Jacksonville	5.40
E. Vaughn	Miami	5.26
J. Williams	Savannah	5.25
Q. M. Wilkerson	Gainesville	5.23
G. Godson	Atlanta	5.19
P. Carter	San Antonio	5.19

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# P R O D U C T I O N

<u>Salesman</u>	<u>District</u>	<u>Amount</u>
R. P. Sims	Athens	\$ 5.15
J. N. Covington	Jacksonville	5.07
F. S. Mitchell	Condele	5.06
L. Lockhart	Condele	5.03
D. Anis	Atlanta	5.01
E. Martin	Valdosta	4.95
H. Cornelius	Atlanta	4.87
A. M. Tabor	Condele	4.85
E. Kelley	San Antonio	4.79
P. McConnell	Atlanta	4.74
A. Battle	Columbus	4.60
J. V. L. Atkinson	Valdosta	4.53
A. Hadley	Valdosta	4.48
A. Townsend	Jacksonville	4.29
A. Nichols	San Antonio	4.19
J. P. McGuire	Miami	4.18
A. Roberts	Birmingham	4.13
M. C. Bunney	Thomasville	4.10
J. M. Hill	Lakeland	4.04
E. B. Kelly	Tampa	4.02
A. Stokes	Tallahassee	4.00
W. Harris	Valdosta	4.00
G. Jenkins	Valdosta	3.95
N. B. Williams	Jacksonville	3.94
J. E. Sans	Athens	3.93
R. Brinson	Lakeland	3.92
E. Vickers	Lakeland	3.91
D. F. Lewis	Birmingham	3.88
W. Ellis	Condele	3.85
V. R. Guyton	Thomasville	3.83
J. Merity	Columbus	3.74
G. Nontre	Mobile	3.69
R. Judge	Tampa	3.66
B. J. Batchelor	Tampa	3.60
M. F. Banks	Valdosta	3.60
L. B. Lewis	Gainesville	3.57
J. Bivens	Lakeland	3.55
G. Howard	San Antonio	3.50

# I N T E R N A T I O N A L

# PRODUCTION

# LEADERS

<u>Salesman</u>	<u>District</u>	<u>Amount</u>
M. Nelson	Cordele	\$ 3.47
A. Odoms	San Antonio	3.45
L. Pitts	Columbus	3.44
W. McConkle	Athens	3.40
W. R. Dent	Miami	3.35
E. M. Washington	Houston	3.35
A. Moody	Orlando	3.33
A. Wilson	Thomasville	3.30
C. H. Watts	Tallahassee	3.29
J. Bracy	Mobile	3.28
J. M. Morgan	Pensacola	3.25
D. Hewitt	San Antonio	3.17
H. Stephen	Athens	3.16
M. Cummings	Birmingham	3.07

\*

## Ordinary Production Leaders

J. R. Beavers	Atlanta	\$8,000
Oldum & Peterson	Tyler	5,000
C. L. Harter	Lakeland	3,122
G. Williams	Savannah	2,000
F. L. Wilson	Thomasville	1,605
E. H. Hadley	Thomasville	1,344
R. L. Hall	Miami	1,100
A. L. Grant	Thomasville	1,026
C. S. Samuel	Thomasville	1,000
G. Northe	Mobile	1,000
H. S. Norris	Birmingham	1,000
W. S. Jackson	Columbus	1,000
V. Godson	Cordele	1,000
R. White	Valdosta	1,000
L. Yarbor	Tyler	1,000
P. Alexander	Tyler	500

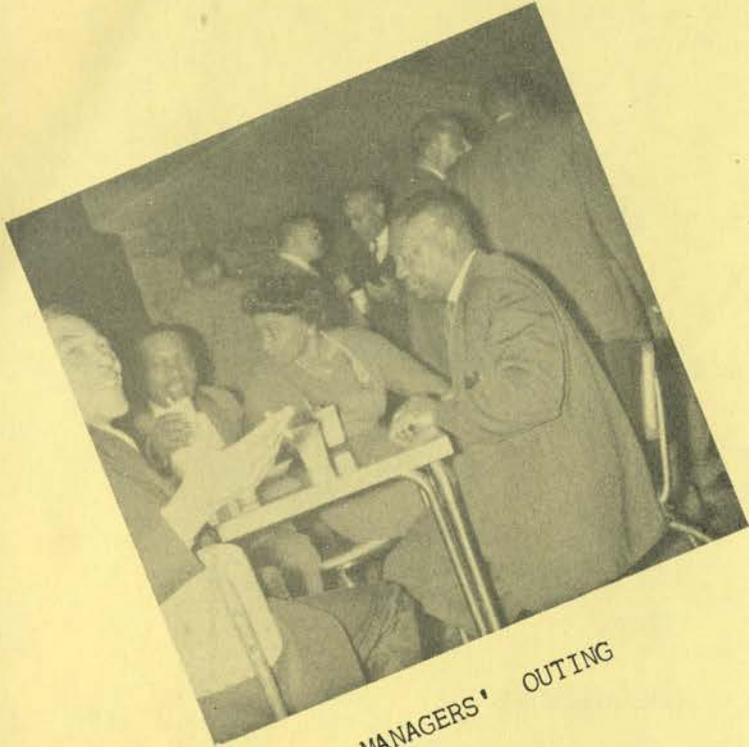


PRESIDENT'S 1963 THOUSAND DOLLAR CLUB

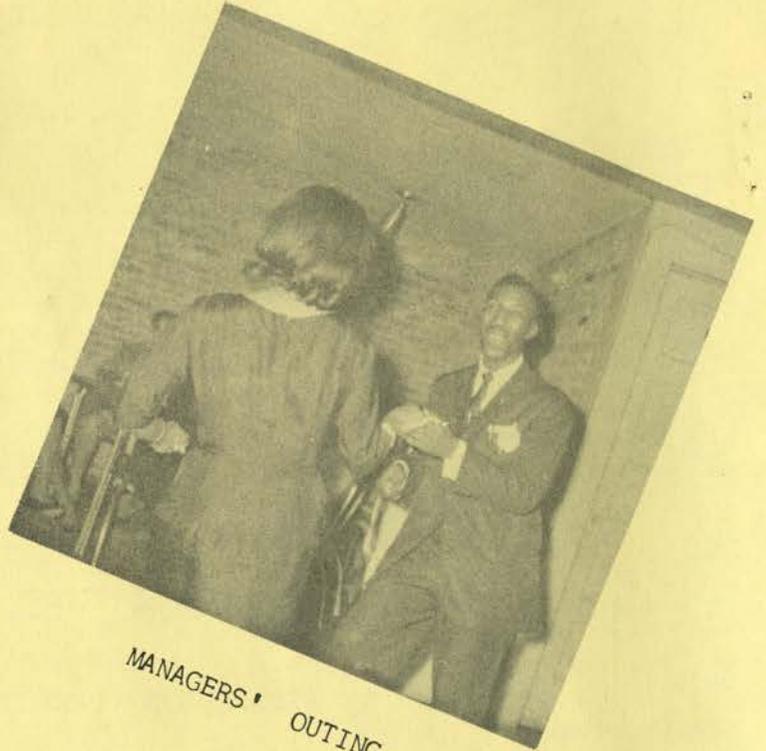


OFFICERS OF THE PRESIDENT'S THOUSAND DOLLAR CLUB

1964 ANNUAL MANAGERS' CONFERENCE



MANAGERS' OUTING



MANAGERS' OUTING



PARTICIPANTS OF THOUSAND DOLLAR PROGRAM

AFRO-AMERICAN LIFE INSURANCE COMPANY  
JACKSONVILLE, FLORIDA

DEBIT MANAGERS RATING EXCELLENT  
IN ARREARS CONTROL

WEEK 2-3-64

<u>AGENT</u>	<u>DEBIT</u>	<u>COLLECTION</u>	<u>%</u>	<u>ARREARS</u>	<u>%</u>	<u>ADVANCE</u>
Pensacola						
H. Jackson	\$345.33	\$391.61	113	\$278.02	80	\$293.72
J. Morgan	385.11	375.15	97	259.71	67	781.19
S. Douglas	254.03	281.43	111	241.87	95	273.16
Tallahassee						
A. Brown	245.23	376.74	153	212.74	86	328.60
H. Roberts	27.35	7.57	27	19.53	71	2.16
Jacksonville						
L. Ashford	200.92	279.64	139	170.13	84	320.26
J. Ross	400.31	534.38	133	365.58	91	690.47
N.B. Williams	415.76	519.86	126	405.83	98	855.19
M.L. Williams	3.68	2.53	69	1.25	33	1.10
Gainesville						
J. Murrell	387.83	562.80	145	355.55	91	469.71
B. Wimby	204.30	300.33	145	201.58	97	170.10
Q. Wilkerson	219.99	369.29	166	197.95	89	338.32
Orlando						
S. Anderson	294.63	457.28	155	183.51	62	230.30
Tampa						
G. Sullivan	403.89	532.10	131	264.41	65	669.84
L. Sweet	225.45	261.64	116	225.12	99	148.66
St. Petersburg						
E. Cobb	424.74	453.31	106	282.14	66	485.08
O. Fuller	248.01	321.98	129	240.70	97	363.95
L. Harris	171.67	174.37	102	157.16	92	105.12
Lakeland						
R. Warren	318.37	714.31	224	309.76	97	291.64
A. Mills	89.12	79.12	88	82.93	92	29.92
Miami						
H. Scurry	164.36	196.64	119	68.59	41	108.18
G. Vaughn	342.35	416.33	121	307.76	89	286.67
E. Robinson	187.00	190.08	101	176.85	94	152.95
O. Spearman	137.12	187.85	138	98.34	72	212.12
A. Daniels	65.57	54.37	83	63.61	98	37.28
Thomasville						
F. Wilson	112.86	150.71	134	66.73	59	88.08
E. H. Hadley	84.36	136.55	161	44.10	52	74.83

DEBIT MANAGERS RATING EXCELLENT  
IN ARREARS CONTROL

WEEK 2-3-64

<u>AGENT</u>	<u>DEBIT</u>	<u>COLLECTION</u>	<u>%</u>	<u>ARREARS</u>	<u>%</u>	<u>ADVANCE</u>
Athens						
C. F. Tate	\$406.01	\$489.43	121	\$202.74	50	\$365.43
Cordele						
D. H. Bridges	215.58	268.88	125	188.44	87	296.00
Birmingham						
M. E. Knox	129.05	207.07	161	105.15	81	252.48
H. S. Norris	98.11	123.66	125	88.84	90	234.36
H. S. Norris	52.76	106.84	196	30.55	56	250.22
D. J. Perkins	30.20	36.79	121	23.83	78	13.05
D. F. Lewis	7.62	15.77	206	---	--	3.50
Houston						
J. L. Turner	171.65	333.06	194	156.24	91	383.43
E. Wilmore	119.21	152.30	129	80.76	68	185.06
E. Wilmore	25.70	26.10	101	21.12	82	12.85
C. Rose	6.39	7.49	117	---	--	3.00
Tyler						
B. Nathaniel	19.98	15.55	77	10.29	51	19.27
J. Phillips	41.84	32.34	77	38.58	92	91.57
Beaumont						
L. M. Broussard	2.71	2.71	100	--	--	--
San Antonio						
A. Odom	161.97	178.50	113	138.75	88	128.56
F. M. Hewitt	11.92	14.62	122	--	--	11.15

COMMENTS

The Arrears Control Debit Managers for the first week in February total only forty-three (43). This means we have lost approximately sixty from our peak the first week in December 1963. This is regrettable as it is our 1964 objective to qualify every debit the first of each month with gross arrears below 100%. Birmingham and Miami seem to be leading the parade with five agents each, followed by Houston and Jacksonville with four representatives each. Pensacola, Gainesville, and St. Petersburg have three each. The other Districts have from two to one, which is a token contribution.

Absent from the list are Daytona, Fort Pierce, West Palm Beach, Atlanta, Columbus, Valdosta, Albany, Savannah, Mobile, and Dallas.

In order to retrieve our lost business and to build successfully with the least reverses, it is necessary to maintain good debit control. The possibility of seven weeks cases is considerably lessened on debits with gross arrears below 100%. It is our objective to maintain our debits at the highest possible level, but we do not desire any seven weeks cases included - lapse according to the policy contract irrespective to the decrease in debit. We still look with a degree of disfavor upon the Districts, Managers, and Assistant Managers whose Districts are not represented in these columns with a higher percentage of Arrears Control Agents the first of each month.

Week's Industrial Star Salesman

\$17.83

E. Bethel . . . . . Miami

Week's Ordinary Star Salesman

\$3,000

M. Pemberton - J. H. Smith

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<u>Salesman</u>	<u>District</u>	<u>Amount</u>
L. Lang	Miami	\$13.41
H. W. Scurry	Miami	10.63
V. Roberts	Columbus	10.48
N. M. Boykins	Orlando	8.66
C. L. Harter	Lakeland	7.08
R. Brinson	Lakeland	5.97
A. M. Tabor	Cordele	5.95
R. Sims	Athens	5.81
A. Daniels	Miami	5.75
R. Judge	Tampa	5.69
G. McClendon	Savannah	5.66
G. Hughley	Miami	5.42
E. M. Washington	Houston	5.30
R. Dent	Miami	5.14
R. J. Stephens	Tallahassee	5.13
R. Miller	Cordele	5.07
H. Hall	Tampa	5.04
A. Strachan	Miami	5.00
J. Bracy	Mobile	4.81
W. Williams	Gainesville	4.80
D. F. Lewis	Birmingham	4.80
G. White	Waycross	4.70
F. Freeman	Orlando	4.66
G. Jenkins	Valdosta	4.62
J. Wells	West Palm Beach	4.58
F. R. Barnes	Albany	4.53
S. Romeo	Lakeland	4.49
R. Johnson	Pensacola	4.42
L. Pitts	Columbus	4.29
J. Merity	Columbus	4.21
E. B. Nichols	San Antonio	4.20
A. Dotson	Athens	4.08
B. Alexander	Savannah	3.95
E. Spikes	Athens	3.84
C. F. Tate	Athens	3.83

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Industrial Production Leaders - cont'd:

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<u>Salesman</u>	<u>District</u>	<u>Amount</u>
L. Scipio	Daytona	\$3.77
T. Mallory	Birmingham	3.72
J. Bivers	Lakeland	3.57
L. B. Lewis	Gainesville	3.54
W. L. Alexander	Houston	3.52
G. Howard	San Antonio	3.50
K. Mayfield	Tyler	3.50
C. L. Currie	Orlando	3.44
J. M. Hill	Lakeland	3.37
E. L. Johnson	Tyler	3.25
B. Batchelor	Tampa	3.25
B. Grant	Miami	3.21
J. L. Strong	Tallahassee	3.19
A. M. Moore	Tampa	3.12
A. Odom	San Antonio	3.10
E. Vaughn	Miami	3.08
A. Ewing	Columbus	3.05
T. Wilson	Thomasville	3.03
G. Johnson	Tyler	3.00
A. Alexander	Columbus	3.00

\*

Ordinary Production Leaders

M. Pemberton	Orlando	\$3,000
J. H. Smith	Houston	3,000
B. Peoples	Jacksonville	2,500
E. E. Spikes	Savannah	1,000
E. Bethel	Miami	1,000
C. Corbin	Miami	1,000
W. M. Butler	St. Petersburg	1,000
O. W. Weaver	Athens	1,000
F. W. Hewitt	San Antonio	1,000
W. Carter	San Antonio	1,000
H. Jackson	Pensacola	1,000
F. D. Hankins	Houston	1,000
G. Cook	Tampa	1,000
J. C. Jones	Tampa	1,000

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