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# **Maryland State Council Spring Meeting**

March 6, 2021

# Insurance Update – Maryland State Council Spring Meeting

- Strengthening the core – Corporate, Fraternal and Field Force
- 27% ahead in life premium YTD
- 47% ahead in annuity premium YTD
- Fraternal Benefit Night for Spring 2021
- Membership Growth – new requirement for agency force
- Looking for growth in the Hispanic market – new VP of Hispanic Sales – Jose LeBron Sanabria
- Mutual Funds inside of 2021 – Catholic values
- Virtual appointments – it's a keeper!
- Sales are up, spirits are up and we are excited to play a larger role in member recruiting through our Field Agents





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**Thank you.**

**Bob Callaway and Bob Marlowe**

General Agents