LUNCHEON WELCOME SPEECH

FOR

TODD MEIER

Hello everyone and thank you all for being here today to share this year’s Christmas lunch and some holiday cheer. Let’s all take some time to remember and reminisce about the year that has really flown by, the great town of Vernon, BC, and all of the wonderful opportunities and relationships that have been forged and solidified throughout the community thanks to our Chamber of Commerce. Gatherings like these are the perfect way to break bread together and really get to know one another. It’s a real treat to see so many familiar faces, and as I look around the room, each **new** face here today is a golden opportunity. New friends bring new perspectives and fresh ideas, and all of you are always welcome to our table.

Perception, anticipation, and expectation play a large part in holiday celebrations. The holidays are the one time of year when we indulge in sensory overload, from the scent of the pine needles of the holiday trees, to the sparkle of the lights, to the tastes of all of the delicious treats that tempt us, the air is alive with a sense of festivity, appreciation and renewal…. and not only of some insurance policies!! Sorry-I had to get in a little…possibly very little...insurance humor (**Wait for the laugh**). What I am trying to say is this-and I know I speak for all of the staff and management at Johnston Meier, although to us this is “the family business,” if it weren’t for all of you, we would not be able to advise people and offer them, and YOU, products and services that allow people to live their lives with the assurance that they are protected from the uncertainties in life. We appreciate the growth we’ve experienced throughout the years and we look forward to serving you in the future… and not just at this luncheon!! (**Wait for the laugh**).

To all of you in the chamber of commerce and actually to anyone who appreciates the art of the sale, I’d like to share a little story. I remember once hearing about someone who applied for a job as an insurance salesman. The employment form requested prior experience and the person wrote “lifeguard.” When the manager met the applicant, he said, “We are looking for someone who can sell himself. How does working as a lifeguard pertain to salesmanship?” The applicant simply replied, “I don’t know how to swim.”  Needless to say he showed his skills as a salesman! (**Wait for the laugh**)

On that note, I am sure I don’t need to sell you on all of the tasty treats at this table!! Enjoy, and have a great holiday and a Merry Christmas! May you and yours know happiness, health, peace and prosperity for many Christmases and New Years to come!! Thank you all for sharing this time with us!