HOLIDAY AWARDS DINNER

SPEECH FOR

LOU DE ANGELIS

Hello everyone and welcome to District 68’s annual Holiday Awards Banquet and Agent Recognition event. It’s really a perfect time of year to share this evening of celebration-after all, awards season is officially under way-how could we **NOT** join in??? The Golden Globes are this Sunday, Oscar nominations were announced yesterday, and we’re literally right in the middle of the Palm Springs Film Festival! It’s fantastic!! The glitz! The glamour!!! The hard work that everyone’s put in to get to this point!! And that’s just the film crews!!! (**Wait for the laugh**). Of course I kid, but let’s face it…Farmer’s agents and underwriters may have had their challenges in 2012, but did any of us work as hard as Hugh Jackman did last year? He had to starve himself and lose a massive amount of weight and pull a boat with his bare hands in the dank, freezing cold water…all the time singing…just to get nominated!!! Not quite as tough here at Farmer’s … (**Wait for the laugh**). And on the other hand, I don’t want any of you to feel like Ben Affleck either (**note: he wasn’t nominated for Argo and everyone said he was robbed**)…everyone here is an acknowledged and recognized winner. Each one of you is an integral part of an essential network of support and achievement. And speaking of support, I would like to thank **MY** support staff, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (**Add names and thanks as needed**). I have to say that I know that tonight is going to be filled with special moments and even more special guests, and on that note, I’d like to welcome someone, without whose love and devotion I would not be here. **Really**. Yes, my mother, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ is here tonight to share this with us. She’s flown in all the way from Chicago and we are just thrilled that she’s here (**If you want to make a little joke-if you think it’s funny, you can say, “Mom? One question…Did you take the flight insurance??” … And wait for the laugh.)** We have another very, very special guest with us tonight…yes, our son Vincent is making his debut here tonight! Yup!! Just seven months old and he’s on the Awards show scene!!

All in all, this is really the perfect time for all of us to look back on the past year’s challenges and achievements, celebrate one another and the team we have created, and look towards 2013 with renewed enthusiasm as we plan even greater growth and success, personally, professionally, and as a united network. It is also a great opportunity to acknowledge our commitment to the March of Dimes. Farmer’s Insurance, it’s employees, associates, clients, and friends have made an indelible mark on this fine organization and as we all pledge to renew our mission to be heroes for healthy babies, the impact and difference we can all make through our support will mean the world to so many children and their families. (**Do you want to add some stats here? I’m concerned the speech will get too long. If not, add them here**) In 2012, Farmer’s continued to show their outstanding commitment to the March of Dimes by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

To paraphrase President John Kennedy, “Children are the world’s most valuable resource and its best hope for the future.” With Vincent in our lives, (**You didn’t mention your wife in our phone conversation, so please acknowledge her here**) my wife \_\_\_\_\_\_\_\_\_ and I want more than anything to protect him from the challenges life can bring, and I realize so profoundly, the need for the products and services we offer. I think of the children and families we serve through Farmer’s sponsorship of the March of Dimes, and every day, it becomes increasingly clea that I cannot succeed if my neighbors and friends struggle. In Vincent’s eyes and in the eyes of all of the children in our lives, I see that our true goal is to leave a positive mark on the world that they will inherit. When I see my mother and my son here with us tonight, I am inspired by the continuity of life and contribution each one of you makes to mine.

As technology attempts to simplify our lives, things get more complicated and risk grows with exposure. Knowing that we are all in a business that works to support people through life’s “unpredictable moments” is very gratifying, and although as I said earlier, Farmer’s saw its fair share of “those moments” in 2012, that is exactly what motivates us to be more resourceful, resilient and appreciative. Underwriting faced many challenges and yet still managed to succeed and grow. Every aspect of business is changing by the nano second, and it takes people like each one of you to make an adaptable and winning team. You really do “complete” each other! We’ve all learned that adversity is our friend, that comfort breeds complacency, and that there is probably nothing that can’t be handled and resolved when a diverse and dedicated team approach a challenge and bring so many individual points of strength. Watching your teamwork and growth as a result is very gratifying. I am inspired by your tenacity and I know as we all plan 2013, our goals will be bigger, better and a lot less comfortable…and that’s the **GOOD** news!! I am confident that adversity and challenge inspire teamwork and mutual achievement.

I want to thank all of you for being here tonight. Thank you for all of the enthusiasm and consideration that you bring to your jobs at Farmer’s. I am looking forward to unprecedented achievement in the coming year and I cannot wait to work with you to set goals and then blow them out of the water!! I am honored to be a part of an organization made up of such wonderful people as you. Each one of you is a winner and I look forward to learning and growing with all of you as we approach and tackle each fresh opportunity and challenge. Consider tonight the beginning of a rich and productive conversation that will bring each one of us unprecedented accomplishment and achievement in 2013.

Thank you all!