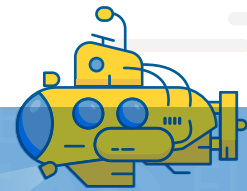


# A DEEPER DIVE WITH FLMI's

We asked. You answered.



CREATE MEANING  
BE THE BEST  
LEARN PEACE OF MIND  
GIVE BACK  
TIME OF NEED  
FEEL SAFE  
SPREAD AWARENESS  
FINANCIAL SECURITY  
EDUCATE CUSTOMERS

## WHAT'S YOUR PURPOSE?

EMPOWER OTHERS  
IMPROVE COVERAGE RATES  
SERVE CUSTOMERS  
ACCOMPLISH SOMETHING IMPORTANT  
PROTECT FAMILIES  
HELP PREPARE  
GLOBAL IMPACT  
SHARE EXPERIENCE  
MAKE A DIFFERENCE  
GROW SKILLSET  
HELP PEOPLE

## WHICH ASPECT OF YOUR WORK DO YOU FIND MOST VALUABLE?



Helping customers understand how life insurance benefits their loved ones



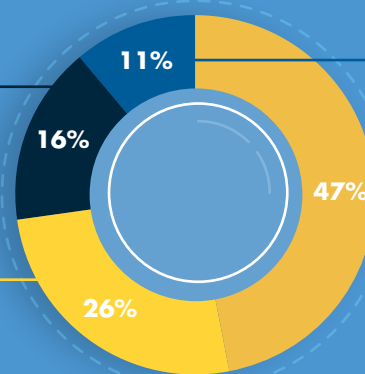
Educating customers about the options best suited to address their individual needs



Ensuring customers have one less thing to worry about at their time of need



Spreading awareness about the importance of life insurance to financial security



## WHAT ELSE KEEPS YOU DOING WHAT YOU DO?



Helping someone through what might be the hardest day of their life



Spreading awareness in a community with historically low rates of coverage



Creating a more equitable world



Demonstrating empathy during customers' times of need



Using what I learn to make a difference in the lives of others

**THANK YOU, FLMI's, FOR ALL YOU DO TO HELP PROTECT OUR FAMILIES.  
YOU MAKE A DIFFERENCE EVERY DAY!**