

CENCO STREET JOURNAL

SPECIAL EDITION

Spring 2005

Cenco AmerUs Producers Just Do It . . . Again & Again & Again & Again & Again!

#1	#1	#1	#1	#1
2000	2001	2002	2003	2004

For the fifth consecutive year, Cenco producers have led AmerUs Life in First Year Life Insurance Commissions earned by agents with another whopping \$412,000 increase over 2004!!!

Considering the down and flat years experienced by the industry, insurers and most agencies, this is a major accomplishment for which all of you who have contributed should be proud.

In the CAN YOU TOP THAT category . . .

- ◆ Cenco producers were also #1 in AmerUs life and annuity total First Year Commissions!!!
 - ◆ Cenco Producers started 2005 22% ahead of 2004's record pace!!!

In the PILING IT ON again and again category . . .

To show that Cenco's producers are also skilled in other financial services, our Cenco affiliated registered representative securities branch office was again . . .

- ◆ #1 in Ameritas Investment Corp. broker dealer securities Gross Dealer Commissions (GDC) for 2004, despite a still lukewarm investment market place. Our representatives finished over \$500,000 ahead of the second place OSJ.

In the THANKS A MILLION (or \$8 MILLION) category . . .

These production figures along with the new record of over \$8,000,000 in total commissions earned by Cenco producers in 2004 have made it a banner year for all lines of business; again in a generally flat or down market. Everyone should be proud!

Your Cenco support team wants to take this opportunity to thank all of you. We know that without your efforts, we cannot succeed.

Special thanks to over 20 producers who qualified for AmerUs Leader's Club trips to Naples, Florida and/or Switzerland based on their 2004 production. *Bon Voyage!!!*

Cenco has been a leading AmerUs Agency for 27 years!

**A SPECIAL PUBLICATION FOR CENCO
RELATED AGENTS**

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Special Announcement

CENCO . . .

**In addition to AmerUs Life,
Cenco also offers:**

- Life Insurance from many carriers
- Disability Income
- Long Term Care
- Annuities
- Corporate Retirement Plans
- Group Health and Dental Plans
- Group Life, LTD, Vision & Section 125 Plans

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