

CENCO STREET JOURNAL

SPECIAL EDITION

Spring 2006

Cenco AmerUs Producers

did
JUST DO IT. *again*
1999...2000...2001...2002...2003...2004...2005
Again...Again...Again...Again...Again...Again...Again

For the seventh consecutive year, Cenco producers have led AmerUs Life in First Year Life Insurance Commissions earned by agents!!! 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 . . .

- ◆ # 1 in AmerUs Life life insurance paid premium!!!
- ◆ # 1 in New Agent Production, based on commissions earned by new agents contracted in the prior 12 months!!!
- ◆ #6 out of 48 agencies in AmerUs annuity production

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 for the fifth consecutive year in Ameritas Investment Corp. broker dealer securities Gross Dealer Commissions (GDC), despite a still lukewarm investment market place. Our representatives finished over **\$1.5 million** ahead of the second place OSJ.

In the THANKS A MILLION (or \$10 MILLION) category . . .

These production figures along with the new record of over **\$10,000,000** in total **commissions earned by Cenco producers** in 2005 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 a large number of producers who qualified for AmerUs Leader's Club trips to Las Vegas, New York City and/or Bermuda based on their 2005 production. *Bon Voyage!!!*

Cenco has been a leading AmerUs Agency for 28 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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