

From the Agent's Desk

A satirical look at an agent's work life, from the files of Joe Dokes, CLU

By David Douglas Ford

AGENT'S
salesjournal

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File #RH940

call
Tony

THE WESTBOUND LIFE INSURANCE COMPANY

Paid Production Statement for Month of August 2007

Agent Name: Dokes, Joseph
Agent Number: AN-4568972134715-1

Policy # Premium	Insured	Modal Prem.	Policy	Face Amt.	Mode Prem.	Comm.
10034521	Suze Orman	Monthly PAC	WL	100,000	100.00	100.00
10034522	A.L. Williams	Monthly PAC	WL	75,000	140.00	140.00
10043987	Evil Knievel	Quarterly	TERM	115,000	12,000.00	64.00
10055532	Joe Dokes	Annual	UL	50,000	502.00	442.00
10058901	Harry Potter	Semi-Annual	Juvenile WL	10,000	14.50	13.50
10066600	Tony Soprano	Single Prem.	SPDA	N/A	10,000,000.00	2.95
10075608	Joe Dokes	Monthly PAC	TERM	250,000	127.00	0.00
IRS 55214	Internal Revenue	Quarterly	N/A	N/A	TAX LIEN	- 6,432.65

Accounting Department Notes:

1. Minimum Check Issuance is \$13,000.
2. There is a \$155 check administration fee for all non-President's Club member agents.
3. No commissions are payable on table ratings or flat amount ratings.
4. Renewals are paid only on policies issued prior to 05/01/89.
5. A Westbound Life Accounting Department exception has not been made since the Eisenhower administration.

Harry
Potter
123-456-789