

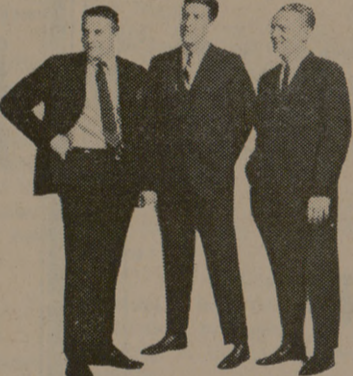
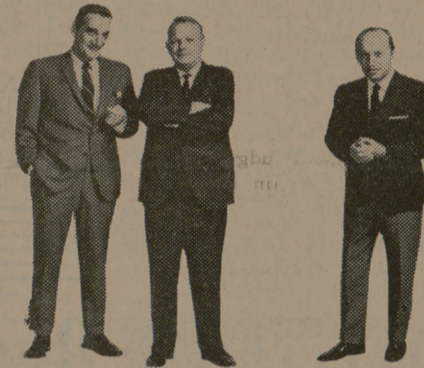
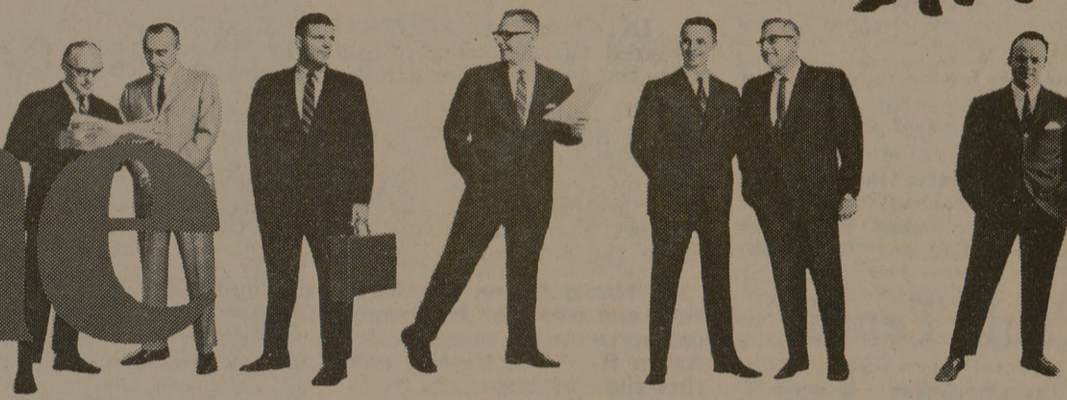
These 50 men

outsell

80% of the life insurance

companies

in this country.



(Top row, left to right) Laird B. Tuohig, Chatham, N.J.; R. Sheldon Onstead, CLU, San Jose, Calif.; William V. Templin, CLU, Los Angeles; (2nd row, l to r) Chris C. Crenshaw, Durham, N.C.; Eugene F. Towers, Philadelphia; Joe D. Slayton, Dallas; T. O. "Jack" Hall, CLU, Louisville, Ky.; Lester E. Sheppard, Jr., Tucker, Ga.; Larry E. Mashburn, CLU, Atlanta; James D. Moye, CLU, Atlanta; Clinton Campbell, CLU, Knoxville; John W. Adams, State College, Pa.; Ted L. Robinson, CLU, Los Angeles; Russell C. Crowell, CLU, Fayetteville, N.C.; Charles W. Phillips, Jr., CLU, Greensboro, N.C.; (3rd row, l to r) H. Winston Noren, CLU, Minneapolis; Robert W. Reitz, CLU, Minneapolis; Alfred O. Elder, CLU, Minneapolis; Linder P. Peterson, CLU, Minneapolis; John D. Becker, New Orleans; Burton B. Sireit, CLU, Miami, Fla.; Charles W. Williams, Jr., CLU, Jacksonville, Fla.; (4th row, l to r) Michael S. Cettel, Woodstown, N.J.; Jack W. Savage, CLU, Dallas; (5th row, l to r) Neal A. Orsi, Berkeley; John E. Curley, CLU, San Francisco; John D. L. Beebe, CLU, Cleveland; Elbert E. Hall, Abilene, Texas; James R. Wilson, Houston; Boris J. Todorovich, CLU, New York; (6th row, l to r) Donald H. Mehlig, CLU, Los Angeles; Benjamin O. Taylor, CLU, Baltimore; Fred D. Hueck, Cleveland; Robert E. Jones, CLU, Philadelphia; Ronald F. Hanson, CLU, Cleveland; Marcel E. Leveque, New Orleans; Samuel G. Wurtzel, CLU, Philadelphia; James T. Kane, Jr., CLU, Philadelphia; J. Donald Plunkett, CLU, Reading, Pa.; Emil A. Budnitz, Jr., CLU, Baltimore; Frank McLister, Washington, D.C.; Erwin L. Redmiles, Ames, Iowa; (7th row, l to r) Robert S. Albritton, CLU, Los Angeles; Jack E. Doll, Columbus, Ohio; George H. Lubeck, CLU, Philadelphia; Jack R. Mendelsohn, CLU, Philadelphia; Clifford H. Warrick, Jr., Red Bank, N.J.; Henry R. Adelman, CLU, New York; George L. Wladis, Syracuse; Lawton M. Nease, III, CLU, Atlanta.

High-level company executives, congressmen, senators, opinion-makers and decision-makers of every description are drawn from groups with a profile like this. This is the breed. Remarkable men, all of them. Intelligent, versatile, resourceful . . . hard-driving. Excellent business executives; deeply involved citizens in each of their communities.

"Top 50 Club." Yes, they do sell more life insurance than eight-tenths of the companies licensed in this country. But, in a very real sense, they're insurance counselors. Their point of departure is always—"my client's interest." You could call that altruism . . . which is a nice word, but not quite right. These men call it realism. You don't build followings as imposing

as theirs, for instance, by being casual about a client's needs and objectives. You work hard . . . and patiently . . . to uncover these as precisely as possible. Then, precisely as possible, you shape and tailor the program that fits. In this way you provide satisfaction, earn gratitude . . . and recognition. As every top professional knows, there's no healthier way to build a business. Get in touch with one of these men.

You'll be impressed by the great number of things he knows about insurance that you may not. Things that can be vitally important to you. You'll enjoy the experience. And many have profited by it.



NOTE: Your Provident Mutual Man at Texas A&M is Gordon Richardson: Talk to Him