

# Resourceful

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**WE STRIVE TO HELP CLIENTS WITH  
THEIR WEALTH IN THESE WAYS:**

- \*Accumulating it
- \*Growing it
- \*Protecting it
- \*Enjoying it
- \*Transferring it

April 15, 2011

It is a privilege and a pleasure to Congratulate you, Bob Pagel and you, Marlys Fiterman on becoming members of the esteemed "Millionaire Dollar Circle."

I am honored to have had you as my Long Term Care resource for over 15 years. You each have many of the same or very similar attributes. Your care and concern has allowed me to be comfortable and confident my clients would receive the appropriate education and recommendation for their Long Term Care Insurance coverage.

Marlys and Bob are, without a doubt, exemplary dedicated role models of the Super Sales Professional: They sell with energy, commitment and real enthusiasm. Their pride in their role as a "problem" solver for a very complex "undesirable and unwanted" product is evident as they listen to the questions and give answers before, during and after the purchase of the Long Term Care policy.....Bob, although he has moved to Florida, is still answering questions from my clients he worked with 12 to 15 years ago. Marlys is always available to help me and my clients understand the nuances of the constant changes in the product design. There may be a gender difference in these two individuals: but their "mindset" to unconsciously exhibit integrity, ethics and desire to help people be prepared to face their "uncertain" future health needs deserves a standing ovation of applause and more than a million accolades.

Bob and Marlys, I salute you for the million milestones you have deservedly accomplished.

Thank you for being the "go to experts" for me and my clients.

Appreciatively and with gratitude,



**Roberta Cole, CFP**  
Branch Manager,  
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