



Farm Bureau Insurance

FARM BUREAU MUTUAL INSURANCE COMPANY • KFB INSURANCE COMPANY
KANSAS FARM BUREAU LIFE INSURANCE COMPANY • FB SERVICES INSURANCE AGENCY

EVENTS - LIABILITY

3/09/95

DEAR FRIEND OF KANSAS:

AS MARCI HAS INTRODUCED, MY NAME IS ROGER ANDERSON, AN AGENT WITH FARM BUREAU INSURANCE, A KANSAS COMPANY. MARCI'S LETTER WAS DATED FEBRUARY 27, BUT A COUPLE OF THINGS POSTPONED OUR SENDING THIS OUT TO YOU. ONE, MARCI WAS ASKED TO TESTIFY AT THE LEGISLATURE ON A BILL CONCERNING LANDOWNERS LIABILITY, AND SHE WANTED TO UNDERSTAND THE PROSPECTS OF THAT. IT APPEARS THAT WOULD BE OF GREAT BENEFIT TO SOME OF YOU. MARCI IS TO BE COMMENDED FOR HER DEDICATION AND WILLINGNESS TO FIGHT FOR AND SUPPORT THE WE KAN! NETWORK. ALSO, I MET WEDNESDAY, 3/08/95, WITH THE REPRESENTATIVE OF THE COMPANY WHO WOULD WRITE THE SPECIAL EVENT INSURANCE WE ARE INVESTIGATING HERE. I WAS VERY PLEASED WITH THE ATTITUDE OF COOPERATION FROM HIM AND THE POTENTIAL RATES DISCUSSED SEEMED VERY ATTRACTIVE. THERE IS STRENGTH IN NUMBERS. I'M PLEASED TO HAVE THE CHANCE TO WORK WITH YOU ON THIS COMPLICATED ISSUE OF LIABILITY AND I HOPE IT WORKS TO SAVE YOU MONEY.

FIRST OF ALL, I WANT TO MAKE IT CLEAR THAT FARM BUREAU ITSELF CAN WRITE MANY KINDS OF YEAR-AROUND BUSINESS LIABILITY EXPOSURES LIKE SOME OF YOU HAVE. THE SPECIAL EVENTS--FESTIVALS, FAIRS, RODEOS, ETC.--AND UNIQUE ENTERTAINMENT OPPORTUNITIES, WOULD BE WRITTEN THROUGH FARM BUREAU SERVICES INSURANCE AGENCY BY ANOTHER COMPANY THAT HANDLES THESE RISKS. THIS IS A FACT FINDING PROCESS RIGHT NOW. I NEED TO EARN YOUR TRUST AND ASK FOR SOME INFORMATION.

THE BASE QUESTIONS ENCLOSED ARE FROM A LIABILITY APPLICATION FOR SPECIAL EVENTS. IF YOU ARE INTERESTED IN YEAR-AROUND OR SEASONAL COVERAGE FOR YOUR BUSINESS, PLEASE DESCRIBE THE OPERATION AS BEST YOU CAN ON THAT FORM. IF YOU CAN PROVIDE ME WITH YOUR PRESENT RATES AND COVERAGES, THEY WOULD BE USED CONFIDENTIALLY BY ME TO GAUGE THE EFFECTIVENESS OF THIS EFFORT.

I LOOK FORWARD TO YOUR RESPONSES AND WILL CERTAINLY KEEP MARCI INFORMED AS TO PROGRESS. YOUR INFORMATION WILL REMAIN CONFIDENTIAL.

SINCERELY,

ROGER W. ANDERSON
AGENT
FARM BUREAU INSURANCE