



## WEL Broker News - New Year's Eve

**December 31, 2008**

Dear John,

What a year 2008! Wow! And not many of us "thunkit" did we? Yet, because of you, our fabulous customers and insurers, we can honestly say that we're grateful for a blessed '08.

We thank you for working so hard for us and with us this year. We're ready to do battle when needed in 2009, and we will be here for you: **our good friends.**

All of our staff join in wishing you and your loved ones a safe, healthy and loving 2009  
Sincerely,

**W.E. Love & Associates, Inc. C.M.G.A.**

### Oh What a Difference a Year Makes!

In 2008 We penned a 25 state general agency relationship with Meadowbrook Insurance Group, using their Star Insurance Company. This Insuror is all we wished for and more.

**The Meadowbrook staff are bright, focused, experienced and, well, just plain nice!** Thanks to the fine staff at Meadowbrook for believing in WEL and to all the retailers who continue to bless us with good submissions. What moew could we ask?



How about our additions of a new **countrywide cargo market, a countrywide workers comp market and just last week an intermodal freight writer?** We have certainly added "the tools" to serve agencies in 2009.

With the rock solid foundation of Canal, Stratford and Great American and new, needed, vibrant markets we will now spend 2009 working to service your accounts.

### About WEL

At WEL we really do appreciate your business. We enjoy our work and want to do our best for you -- every day -- every year. As we look forward to a New Year, **Thank You** for your support over these last three decades.

**W.E. Love & Associates, Inc. C.M.G.A.**  
2040 S. Church St.  
Burlington, North Carolina 27253  
336 226 1191



### 30 Qualities For Success

Honesty,  
Humor,  
Friendliness,  
Confidence,  
Integrity,  
Persistence,  
Humility,  
Goal Setter,  
Decisive,  
Hard Worker,  
Learner,  
Positive Mental  
Attitude,  
Compassionate,  
Disciplined,  
Dedicated,  
Faithful,  
Dependable,  
Knowledgeable,  
Communicator,  
Loving,  
Enthusiastic,  
Motivated,  
Patient,  
Loyal,  
Organized,  
Good Listener,  
Empathetic,  
Self-Respect,  
Common Sense, and  
Character.

Go ahead now.  
Look yourself in the  
mirror  
and claim these  
qualities!

Do it for several weeks  
and you'll notice a

change in your life.

Zig Ziglar



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