

W.E. Love Broker News SPECIAL REPORT

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Corrected June 6

Dear John,

Canal has just clarified there rules for underwriting and pricing New Venture Risks. Those rules are posted on our Home Page by Clicking on Canal New Venture Rules in the Industry News Section on the left hand side of the page. **CLICK HERE** to view now! If the link does not work, the rules themselves have been posted again just a few minutes ago --- sorry for the confusion.

These rules are simple and will benefit the most desirable risks with a much improved quotation turn around and improved pricing. Take time to review the rules and send your submissions to us!

Enjoy your weekend!

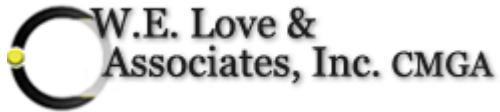
Giving

By their fruits you can tell the difference between conservatives and liberals, when it comes to charitable giving. President Reagan was called heartless, but he took it upon himself to give charitably, at the same time as he was cutting government spending. Although he was not a wealthy man when he became president, he donated more than four times as much to charity -- both in actual amounts and as a percentage - than Senator Ted Kennedy. (Kennedy, whose net worth was \$8 million, gave barely 1 percent.) Reagan gave more to charities than Franklin Delano Roosevelt, who is hailed as the great man of compassion. In the midst of the Depression, when people really could have used the help, Roosevelt gave only 2 percent of his income. In 1985, Reagan gave away 6 percent of his income.

The patterns of giving in America are fascinating. Arthur Brooks wrote a book a few years ago called "Who Really Cares?" Brooks is a consummate number cruncher and did not believe the results when they came out, so he ran them again. He had assumed that people who are the most vociferous about socioeconomic inequality would give the most to alleviate it. He discovered that despite their reputation as "caring," political liberals give less of their income to charitable causes than conservatives.

Actually, conservative households donate 30 percent more money to charity than liberal households. What's more, they are also more likely to volunteer to take care of the poor themselves. Why the difference? Brooks found that liberals view government redistribution as a "form of charity," which they believe exonerates them from further giving.

It is possible to shame liberals into giving, however, using the spotlight. Presidential candidate Al Gore was embarrassed by the release of his tax return that indicated he had given only \$353 (or ZERO POINT TWO) percent of his income to charity. His giving jumped to 6.8 percent the following year. Just for the record, President Obama gives about 1 percent to charity. George W. Bush regularly gives more than 10 percent. Dick Cheney in 2005 gave away 77% of his income to charity.



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Our commitment is to offer the best truck insurance markets, service and expertise of all firms. We're thankful for your submissions. And mostly, we're appreciative of your business and friendship. Call us today! We look forward to seeing you in June!

Sincerely,

John H. Love

A handwritten signature in black ink, appearing to read "John H. Love". The signature is fluid and cursive, with a long horizontal stroke at the end.

listing

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