



STATE FARM INSURANCE COMPANIES

July 25, 2003

Success Motivation International, Inc.

To whom it May Concern:

I am writing to send you an update on the SMI program I have recently begun. I am a well-established insurance agent with State Farm and have been in business for 40 years. Recently my business has taken on a new lease of life since the inception of this SMI program.

We have taken an aggressive stance and are proactively going after business instead of waiting for it to come to us. Out of 33 agents in our area we were # 1 in sales for the month of June and plan to be # 1 for July. We have seen measurable results despite that fact that we cannot write new auto or new home policies. We have seen a remarkable change in the office atmosphere as well as the relationship of the staff.

We have expanded the business and moved into the Financial Services arena. SMI has helped us considerably to put in place goals we want to achieve and what it will take to help us reach those goals. We have seen enormous results after only a few months.

I would highly recommend this program to any agent in the insurance business. I have no doubt it would benefit them in the same ways it has benefited me.

Sincerely,

Gabel J. Camardelle

Agent