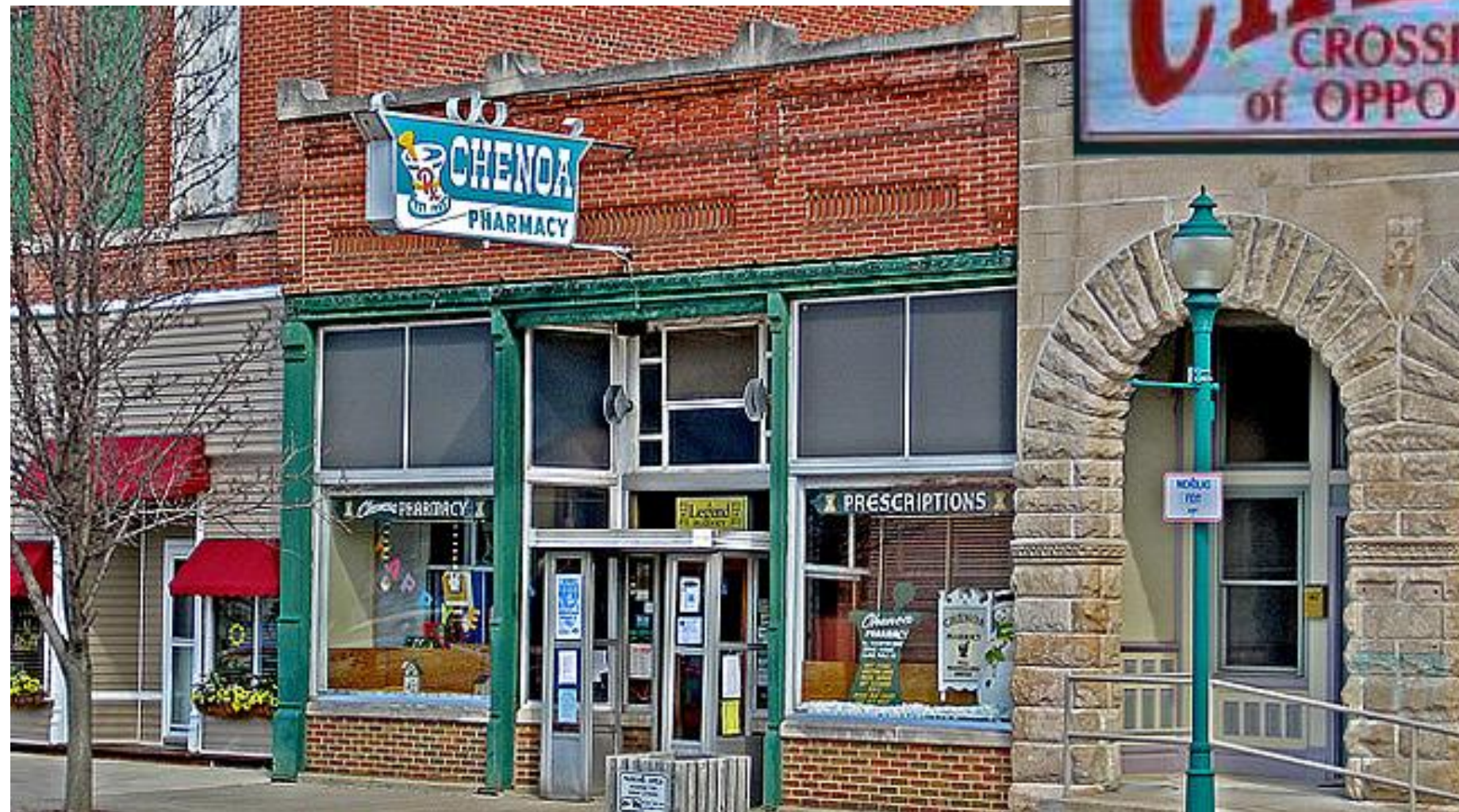


Jim Jacobs, CEO  
COUNTRY Financial











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NEW ORLEANS  
BAR ASSOCIATION

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# Lessons Learned

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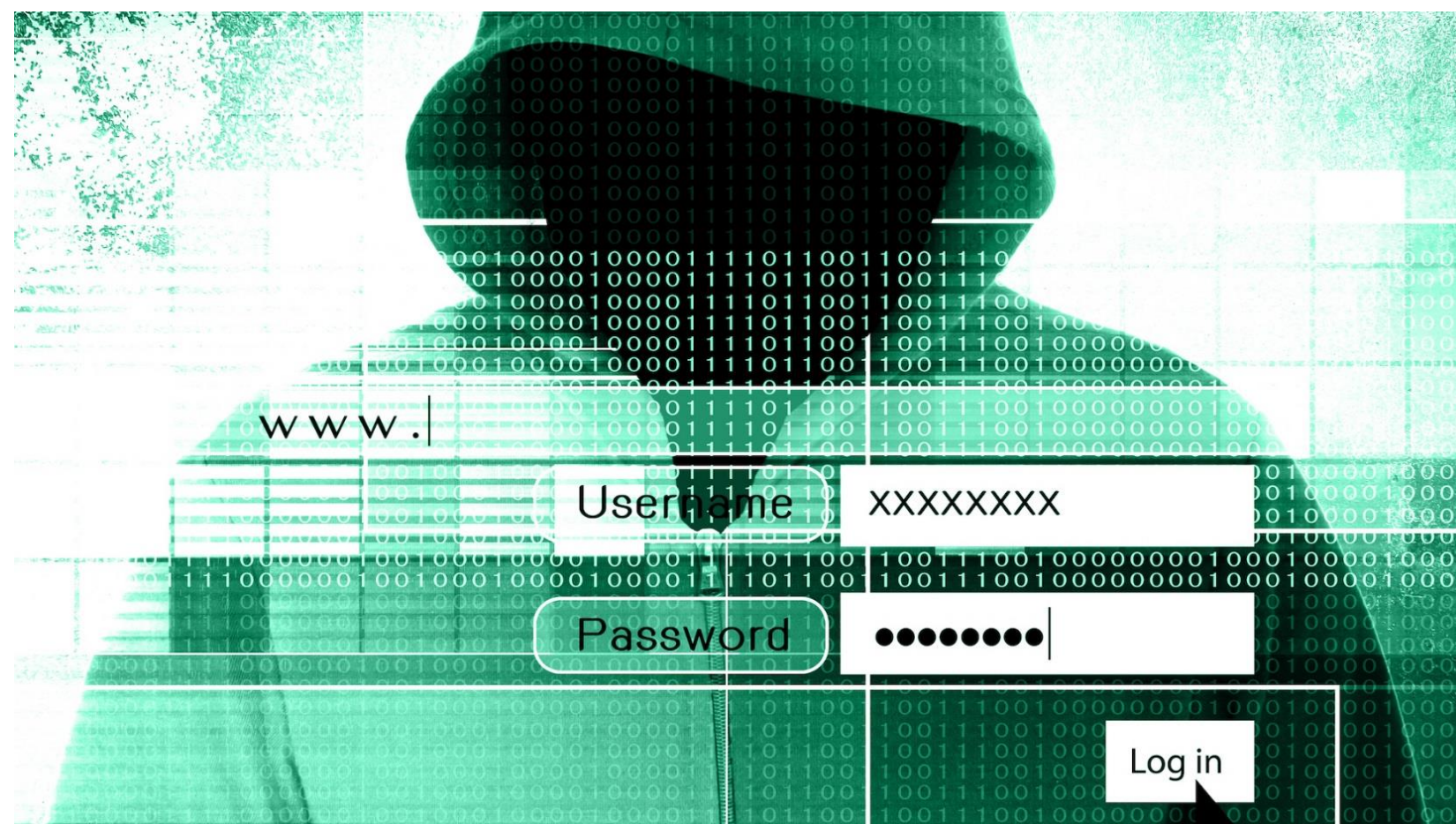
- Be yourself
- Don't "over-plan"
- Never stop learning
- Be a great listener
- Be good to your word
- Share your talent with others
- Be good to everyone, you'll never regret it















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# Advice for INSURANCE PROFESSIONALS

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- Be yourself
- Don't "over-plan"
- Never stop learning
- Be a great listener
- Be good to your word
- Share your talent with others
- Be good to everyone, you'll never regret it

