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Letter of Commendation - MEG Financial and Michael Gray, Independent Insurance Agent

When my husband retired last year, we began looking at ways to reduce our monthly expenses so we would not have to adjust our current lifestyle. One area that we were heavy in was life insurance. In 2003, MEG Financial assisted my husband in purchasing a life insurance policy for \$300,000 that would cover our mortgage in the event of his death. This policy had a fairly large monthly premium. Since that time, we had reduced our mortgage balance significantly and had made the decision to reduce this policy to \$50,000 in order to save the monthly payment.

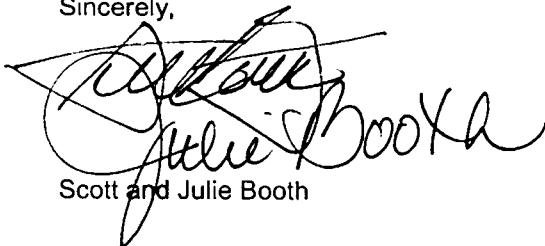
We then contacted our agent Michael Gray with MEG Financial with our request to cancel \$250,000 of the policy. Michael said, "sure we can reduce the policy" but then asked us if we were interested in the possibility of selling the \$250,000 portion of the policy. Since we had no knowledge of this option, he explained the process to us. He told us about investors who purchased policies if the policy holder met certain criteria. It happened that my husband fell within the parameters of those qualifications and we asked Michael to pursue selling the policy. Michael also explained this could be a lengthy process, perhaps several months, and he may or may not find a buyer. We agreed to take the chance since this option might provide an opportunity to gain back the premiums we had paid over the years. Since our original thoughts had been to cancel the policy, take our losses and move, this was an interesting possibility.

Several weeks went by before Michael called to let us know he had a prospect. His office sent an application packet to complete, and even though the packet was very well marked with complete instructions, my husband and I had immediate and constant access with him and his staff throughout this process. They called to see if we had any questions or concerns regarding the process and paperwork and to let us know they were available to help. After that phase, he and his staff were in contact with us at least weekly to keep us up to date on the progress.

In July, Michael contacted us to let us know his prospects had confirmed the purchase. He had actually negotiated our policy for an astounding \$43,400. We were quite surprised and could have never dreamed this would happen. We would have been happy with a thousand or two. The persistence of Michael and his staff in this endeavor was no doubt what made it a great success. He, in turn, enabled us to completely pay off our mortgage.

We cannot thank you and your staff enough for offering to guide us through this process and for bringing us this gift we never knew existed. Your knowledge and persistence through this process was phenomenal!

Sincerely,



Scott and Julie Booth