

Asking for your support on HB 2740.

It is time we embark on a long term solution to agent funding. Increasing rents, labor, utilities, insurances, government mandates, etc. have overwhelmed any sales increases the last ten years. It is not leaving enough on the table to reinvest in our stores, pay competitive wages, or take care of our own future retirement needs. The extra expenses involved with covid have been very difficult to deal with. Hazard pay, labor shortages, constant sanitizing, and public monitoring have all led to decreased profitability. Please share some of the sales gains the stores are showing. It has been no small feat that 300 stores have stayed on the front lines of covid and continued to pump money into the general fund. Our two small stores in Newport and Waldport have at this point had over 450,000 transactions since March 15th of 1920. This dedication should be rewarded system wide.

Richard Grady, 33 year agent