



**SECURITY MUTUAL LIFE**

**INSURANCE COMPANY OF NEW YORK**

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May 12, 2014

Hourigan & Associates, Inc.  
8801 Taybrook Drive  
Huntersville, NC 28078

Re: Security Mutual Life 2014 President's Cabinet

Dear Mike,

I want to take the opportunity to thank you for being part of this year's President's Cabinet and making a wonderful presentation to our field associates and managers on approaches to ensure changes are successfully implemented and how best to motivate a sales team to achieve objectives.

Your presentation was informative, timely and addressed topics that our field associates and managers wanted to hear about to help them grow. You connected with each and every audience member and there were many positive comments made by them following your presentation.

It was certainly a pleasure working with you to plan this presentation and I look forward to keeping in touch.

Sincerely,

Stephen M. Gardner, Vice President  
National Accounts - Benefits Division