

Speech to American Incomers

My Month Convention

July 25, 1989

The My Month Production Period has ended, and now those who worked hard can enjoy the fruits of their labor. Mr. Rapoport says, “We are here because this select group had a will to grow.” They took on the challenge of My Month and succeeded. Rapoport says, “I love winning.” This morning is especially pleasant because winners who are “ashamed to fail” surround him. They have persevered and won. Discipline and commitment have made them “the World’s Greatest Sales Force.”

Rapoport shares some company history that he thinks will be beneficial for them to understand. American Income started with \$25,000, an “indefinable spirit,” and a specific market. American Income’s many wonderful workers helped lift it from a tiny struggling insurance company to a financial force in the nation’s economy. Rapoport says American Income grew strong enough to prosper “even during the Reagan years.”

Rapoport greets the labor union members at the convention as “part of our family.” The labor movement has been this company’s passion. American Income focuses on serving union members and promoting the union philosophy. Unions give workers dignity through job security, safe working conditions, and a voice that will be heard by the companies and by the government. American Income strives to celebrate these union beliefs. Rapoport says that the qualifiers for the My Month contest “personify that philosophy.” Their quality service to union members has earned them the right to have fun and enjoy their time at the convention.