

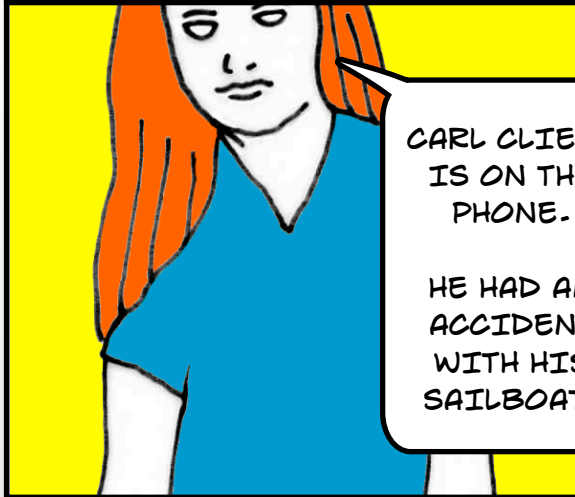
The Comic Adventures of  
**ERNEST  
AGENT™**



Written and drawn by Alan Shulman, CPCU  
Courtesy of Agency Ideas® sales & marketing newsletter.  
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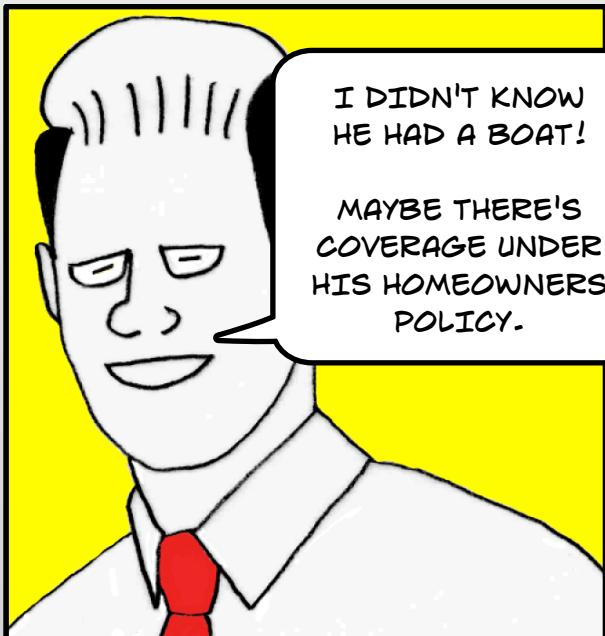
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SALLY SPECIAL TALKS TO ERNEST  
AGENT ABOUT A CLIENT AT XYZ  
INSURANCE AGENCY...



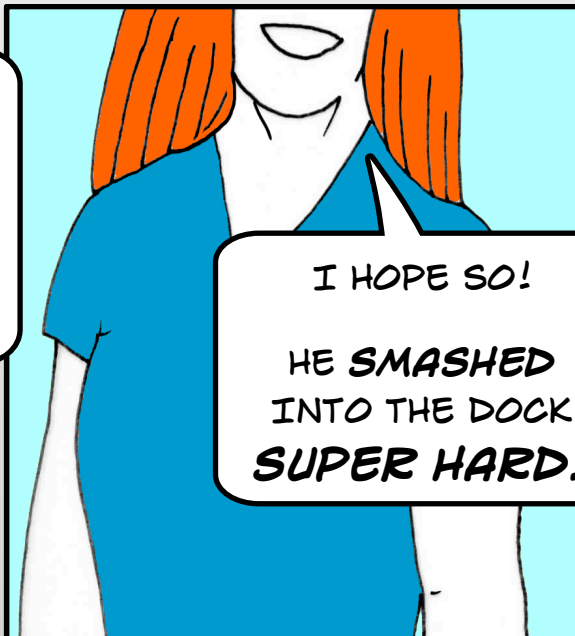
CARL CLIENT  
IS ON THE  
PHONE.

HE HAD AN  
ACCIDENT  
WITH HIS  
SAILBOAT.



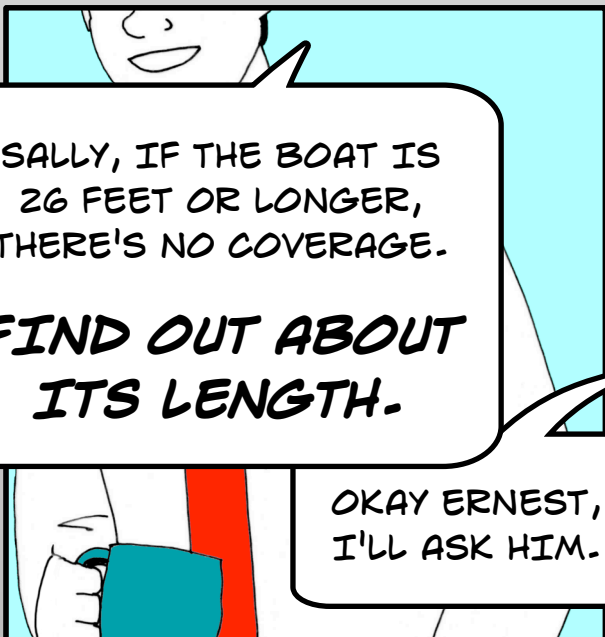
I DIDN'T KNOW  
HE HAD A BOAT!

MAYBE THERE'S  
COVERAGE UNDER  
HIS HOMEOWNERS  
POLICY.



I HOPE SO!

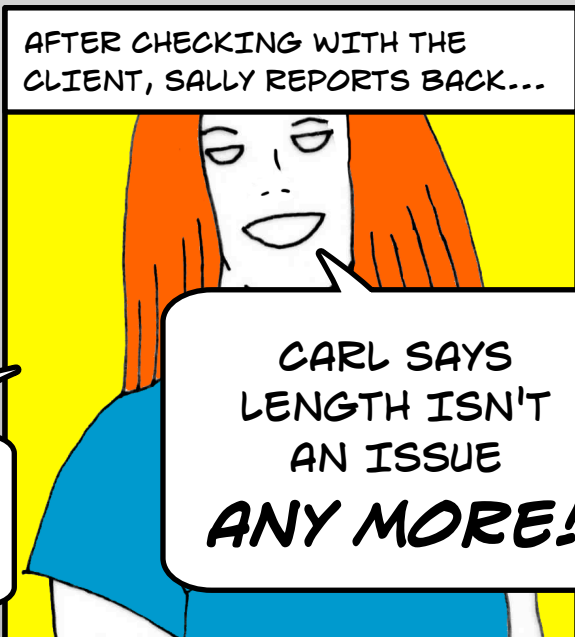
HE **SMASHED**  
INTO THE DOCK  
**SUPER HARD!**



SALLY, IF THE BOAT IS  
26 FEET OR LONGER,  
THERE'S NO COVERAGE.

**FIND OUT ABOUT  
ITS LENGTH.**

OKAY ERNEST,  
I'LL ASK HIM.



AFTER CHECKING WITH THE  
CLIENT, SALLY REPORTS BACK...

CARL SAYS  
LENGTH ISN'T  
AN ISSUE  
**ANY MORE!**