

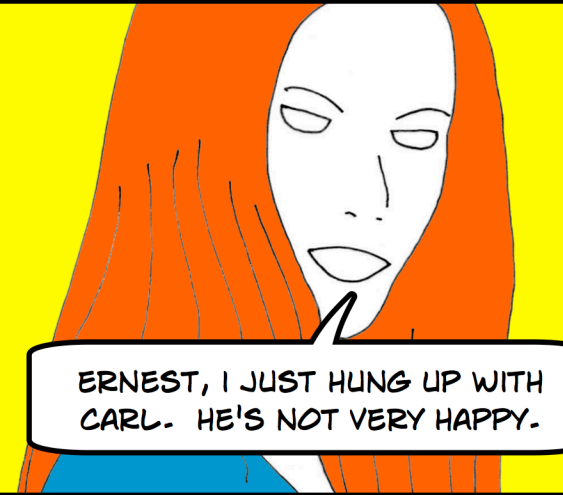
The Comic Adventures of  
**ERNEST  
AGENT™**



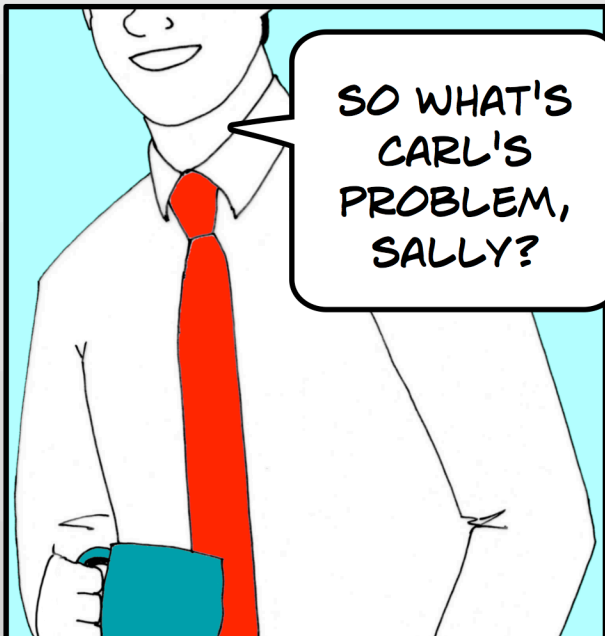
Written and drawn by Alan Shulman, CPCU  
Courtesy of Agency Ideas® sales & marketing newsletter.  
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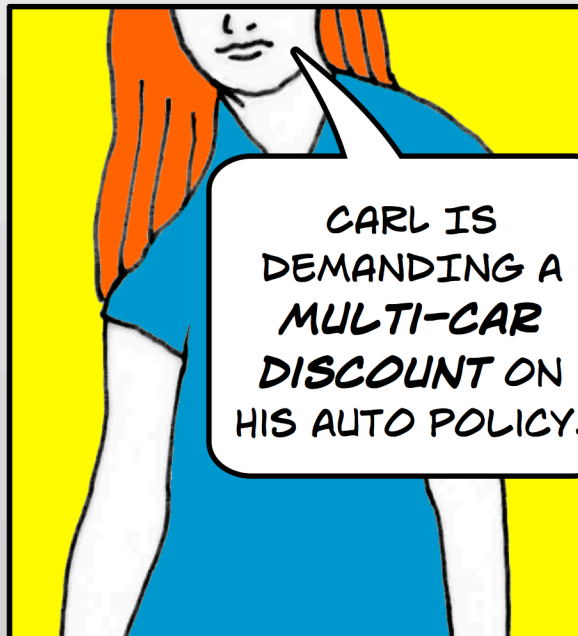
SALLY SPECIAL, CSR AT XYZ  
INSURANCE, CONCLUDES A  
TOUGH CALL WITH CARL CLIENT...



ERNEST, I JUST HUNG UP WITH  
CARL. HE'S NOT VERY HAPPY.



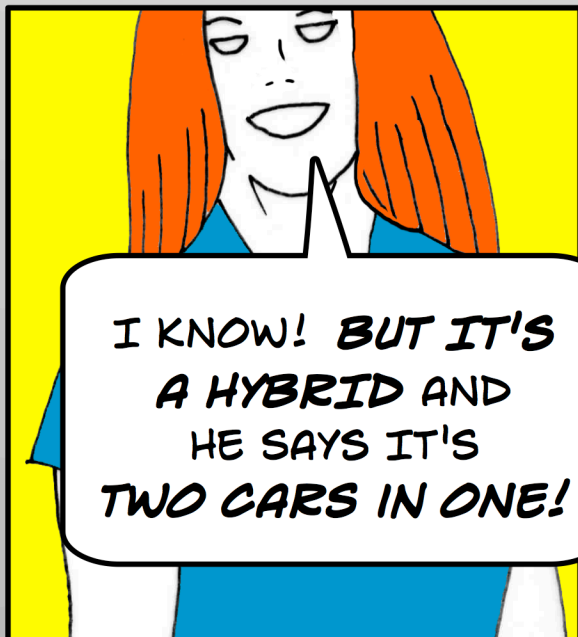
SO WHAT'S  
CARL'S  
PROBLEM,  
SALLY?



CARL IS  
DEMANDING A  
MULTI-CAR  
DISCOUNT ON  
HIS AUTO POLICY.



BUT CARL  
ONLY HAS  
**ONE  
CAR!**



I KNOW! BUT IT'S  
A HYBRID AND  
HE SAYS IT'S  
**TWO CARS IN ONE!**