

# 901 Insurance Agency Owners Reveal Their Best Kept Growth Secret

*Real-world insights from high-growth agency principals  
who cracked the code on growth, margin, and valuation.*



By Michael Jans  
The Society of Insura-Preneurs



*Dear  
Insura-preneur,*

You're curious.

Maybe asking yourself, "Is this my moment to go all in?"

You've built something. You've got ambition. But deep down, you know there's another level.

The question is: **Will you get there alone—or with a proven blueprint, guided by someone who's taken thousands there before you?**

The comments from other agency owners might give you.

*First of all,*

## **what is the purpose of The Society?**

After all, there's already plenty of education about insurance.

Then you should know this. The Society doesn't deliver education about insurance.

It delivers something very, very different.

Education, tools, training, strategies and techniques about GROWTH.

To be perfectly clear, this is where insura-preneurs go to make sure they get:

- maximum growth
- superior income, and
- peak valuation.

And, to get all that with a business that's easy to run, something you can be proud of—and that your customers love.



*The second  
thing you should  
know about,*

## **is where these marketing & growth secrets and strategies are coming from...**

For more than 25 years, our founder, Michael Jans has been the leading business and marketing coach for insura-preneurs who want to get to the next level—fast.

Michael has been the creator & founder or co-founder of companies and programs like:

- Insurance Profit Systems & The Quantum Club—the largest agency business & marketing coaching program in the history of insurance
- The Insurance Communicator—the leading e-blast advertiser in the industry
- Agency Revolution—the leading marketing automation platform for P&C agencies
- The Annual Insurance Marketing Boot Camp
- The Personal Lines Marathon
- Domination Theory Marketing
- The Growth & Valuation Boot Camp
- The CSR Mastery Program
- The Agency Mastery Program
- The Market Domination FORMULA Workshop
- The Connected Insurance Podcast



Michael has written and published over 50 programs, books and guides for insurance agencies, including:

- The 40% Growth Book
- The Insurtech Book
- The Ultimate Insurance Marketing Roadmap
- The Four Stages Of The Marketer in the Modern Insurance Agency
- 4 Reasons Agents & Brokers Should Never Sell on Price (and What They Should Do Instead)
- 19 Shortcuts To Killer Insurance Marketing
- The Lead Gen Mini-kit... and much more

Michael has also been a sought after keynote speaker and trainer, having been asked to address:

- The Board of Directors of the National Association of Independent Agents & Brokers
- The Board of Directors of The National Association of Professional Insurance Agents
- The Board of Directors of The Western Agents Insurance Alliance
- Affiliates of the major trade associations from coast-to-coast
- The user groups of Vertafore, Applied Systems, Hawksoft and more
- The Top Leadership Council of Travelers Insurance
- Premier insurance carriers throughout the US & Canada, including Travelers, Safeco, Aviva, Westfield, and more
- The Society aims to make Michael's principles and training available to every agent & broker in North America who seeks fast growth and peak valuation. It also seeks to transmit key teaching from Michael's own mentors, colleagues and trainers, including Dan Kennedy, Jay Abraham, Jim Cecil, Gary Halbert, Dan Sullivan, Ted Nicholas, and more.



*Finally,*

## **who were Michael's most important teachers & mentors?**

*In Michael's own words, "While it's true that I've studied personally with many of the best business & marketing gurus in the world, I've had the privilege of serving and guiding many of the fastest growing and largest agencies in North America. While I certainly hope they gained from my knowledge, I know I gained from their knowledge, as well as their generosity and kindness. I aim to pass on what they have taught me to those who wish to watch their business grow.)"*

Finally, nothing The Society says can equal the impact of what others have said about our founder, Michael Jans.

**Glance through these testimonials. If you'd like your story to be our next success story, give us a try. We'll be your partner in growth!**



To any producer who works with a book of business, Beg, Borrow or Steal the small fee that it costs to register. **You'll learn more in 2.5 days than you would in nearly 20 years of trial and error.** I did.

BYRON YANKOU  
Toronto, ON, Canada

We were a 6 million-dollar agency back then... **Today, we're pushing on a hundred million dollars in premium...** You can't argue with that kind of success and I credit most of it to Michael Jans.

MIKE MATHISEN  
Littleton, CO

Domination Theory Marketing presented in the Advanced Boot Camp is amazing. I've never seen such a smart approach to true market domination. The tools are the best ever and have been invaluable in developing my marketing campaigns. **We are having our most successful year ever** thanks to the concepts and tools from last year's Advanced Boot Camp.

CHARLOTTE HICKS  
Wilmington, NC

I was fortunate enough to go through the Advanced Boot Camp last year when you introduced Domination Theory Marketing. It has revolutionized our business model. It has enabled us to **break through barriers we set in our own minds and blow away our competition.** We've simply been overwhelming them with our planning, our efforts and our performance. I wouldn't miss a discussion about Domination Theory Marketing because my life depends on it.

SHAUN IRWIN  
Minneapolis, MN

**We've grown 41% in the last two years, and 268% since meeting Michael Jans!**

Michael's advice has allowed us to secure the capital—both in terms of financial and human capital—to acquire multiple agencies! Michael knows his stuff, and is one of the best experts to know.

MATT DAVIS  
Turlock, CA

**From 500 policies to \$3,000,000 in revenue—thanks to Michael Jans.** He's changed my entire family's life!

MIKE ALEXANDER JR  
Houston, TX



What people don't mention about Michael Jans is **how effortlessly he sustains your interest, no matter what the topic is**. It's no wonder other professional speakers are in the audience.

DOUG POND

This is dynamite. This is specific. **This is stuff you can take home and use and put it in the bank**. And where else are you going to find it? Nowhere else.

RICK CREBS  
Napa Valley, CA

**The information you provided is invaluable**. Marketing, workflow procedures, client nurturing – top notch. Can't wait to get back to the office to start implementing!

LORI AUGUSTYNIAK  
Bradenton, FL

Michael, I'm confident that if I'll just implement 5% of these ideas my income will skyrocket. **My success now rests with my action, you've provided the tools!**

STEVE SHOULTZ  
Indianapolis, IN

Having implemented only a fraction of your ideas, our agency increased by 24% this past year in commissions. We are now working almost exclusively from referrals and writing 70% of those who call us. We do no outward calling at all. I now take off Wednesdays & Friday afternoons. I go home at 5 the rest of the time where I used to work until 7 or 8 or even longer each day! My wife & I finally have a life beyond insurance. **Thanks Michael, for waking me up after 40 years in the business!**

LEW DOUBLEDAY  
Ankeny, IA

**My agents tell me you're a rock star!**

JAY FISHMAN  
Former CEO, Travelers Insurance  
Hartford, CT

Your Producer Training Program was incredibly valuable to my wife, Nancy and me. It was unlike any training that I've ever taken. We were definitely kind of stuck and not really excited about our business but you changed our attitude immensely. **You showed us how to build up a million dollar commission book of business!**

BYRON YANKOU  
Toronto, ON, Canada



As I have said in the past, your seminar was the best I ever attended. There's a lot of selling systems and techniques out there, but your process is by far the most thorough and honest method of working with larger commercial accounts. I am amazed at how you pull the curtain back to expose many of the psychologies that are involved in the sales dance, and how to put the best strategies forward so I position myself to win. ***It is uncanny how I can almost predict what a prospect will do next, and how I am prepared to respond appropriately!***

GORDON COYLE  
New City, NY

Michael Jordan was the best basketball player in history. He still had a coach. I don't care if you are the best insurance agent in the world, you can still use the insight and experience of a coach. ***Since Michael Jans has been our coach we have more than doubled our business.*** We have more time to enjoy our family, friends and Central Oregon. I cannot imagine trying to grow an insurance business without having Michael Jans as part of our team.

REX LESUEUR  
LaPine, OR

Michael's marketing systems and ideas have transformed our family-own business! ***Our niche market has exploded!*** And truly the best part is our pipeline is full of qualified prospects that reach out to us! Goodbye cold calling! Our niche is up 30% – every year for the last four years.

MARC PETERSON  
New Berlin, WI

***This is the best decision I have made to work on my business*** so far. By joining this group and meeting some of the best and most successful people in the industry, I have realized what my weak and strong points are and now that I have identified what the problem is, I can start working on the solution.

ALICE SHAMOON  
Sherman Oaks, CA

After years of looking, here it is, a program that has some 'street smarts' about commercial insurance production. ***The methods & ideas have helped me secure 42 new customers and \$134,537 of new commission revenue over the past 9 months.***

JOHN HEIL  
Libertyville, IL



I've been to more than a few of your programs and have come to the conclusion that Michael has created a philosophical mindset that allows insurance agencies to **shift the focus from crisis management to sound, methodical business management.**

BRUCE STRACHAN  
Twinsburg, OH

I just closed the year-end books and **total income is up 30%.** I have only implemented a small portion of all the stuff I've learned from Michael. THIS STUFF WORKS!

KEVIN MCGRATH  
South Dennis, MA

Without a doubt, you and your systems have changed my agency and my life in a way that I would not have thought possible a short time ago. **The next level of domination is both exciting and motivating!!** Let's get started.

DENNIS HAMSHER  
York, PA

Four years ago I was working 65 hours a week, taking whatever person came in the door and literally was six months from being out of business. Michael, since I implemented your strategies, **our agency revenue has more than doubled** and most importantly, I am only working 30-35 hours a week. My family and I give you our deepest thanks.

GEORGE BRINSON  
Spencer, IA

**I learned more in one day about marketing insurance than I have in the 20 years** I have been in this business learning concepts from the so-called insurance professionals.

DENNIS PFAUTH  
Longmont, CO

Michael, just reviewed year to date numbers. Profits up 40% over last year. New business in the first two weeks of this month four times the same month last year. **Plus, I've increased my vacation time 400%.** Sincere thanks to you and Quantum Club!

CHARLOTTE S. HICKS  
Wilmington, NC



Thank you! Thank you! Thank you! My commission has doubled in just two years, due in a large part to you and your program. I can't wait for this coming year!

DENNIS HAMSHER  
York, PA

Client count up 15%. Policy count up 22%. Revenues up 25%. Combine both measures, and you win, win, win!

DAVE STAUFFER  
Oshawa, ON, Canada

I would have never believed! Since using the marketing ideas from the coaching club I have taken one week off each month and the gross commissions are up over 30% – the postcard campaign really does work!

JERRY HENDRICKSON  
Wyoming, MN

Thanks Michael, with your tools and the things I learned from you, income is up 52% and profit is up 78% from one year ago.

DON DAHLMEIER  
Chico, CA

The working session exceeded my expectations. I have found that my time at Mastermind provides the best opportunity to focus on and improve our agency. There really is NO COMPARISON to the value Michael provides at these meetings.

NEIL ROBERTSON  
Lititz, PA

I graduated from St. Louis University with a degree in marketing, and now I've graduated from Jans University with a real degree in marketing...it really works in the street, not the way it comes out of a text book!

ED KIENZLE  
St. Louis, MO

Michael, you've made me and a lot of other agents in this room a millionaire many times over.

RICH HAUSWIRTH  
Bogota, NJ

Our agency has grown 625% since the day I met Michael. Without his help, that would have never happened.

REX LESUEUR  
LaPine, OR



663% revenue growth with a 95% client retention since working with Michael. BOOM... like magic! He's one of the smartest people I've ever met in my life.

MIKE MATHISEN  
Littleton, CO

My policy count has increased 38% in only 10 months!! And my response rate to direct mailers went from 2% to over 7%. This program literally means thousands of dollars to my bottom line. Need I say more?!!

DENNIS HAMSHER  
York, PA

A year ago, I was seriously looking for someone to buy my book of business and bail me out of this mess. Now, I'm adding \$25,000.00 in new commission every month, as reliable as the sun rising and setting. That's up from \$2,000 a month last year.

DON FOREMAN  
Houston, TX

Using the principles we learned from Michael, we put together a marketing campaign that, frankly, has the rest of the agency in awe. We've added \$1.86 million in premium in the first six months of the program. At the rate we're going, I expect this to be a \$4,000,000.00 program by the end of the year!

MARTY BURGER  
Stratford, CT

I have one year under my belt with Quantum Club. By making a few changes, my agency's net income is up 43%. I can't wait for the next 12 months.

TED HAMM  
Paso Robles, CA

My joining was the single most important decision in my professional life and in my personal life, too! If you want to make tons of money, increase premium volume AND have more time and fun while doing it, you've come to the right place.

MIKE CARROLL  
Toledo, OH

Triple income and more time off in just 3 short years. What can I expect next? Unbelievable!

DENNIS HAMSHER  
York, PA



This program has been worth millions to me – I really mean that! The sky's the limit from here on out. I've got a sales letter that's earned me over \$57,357.00. I've got endorsement letters that are like robbing the bank without getting caught. I've had campaigns that earn me 1000 to 1 – I'm not kidding. This is the crème de la crème for agents who want to make money in this industry!

MIKE CARROLL  
Toledo, OH

I was working 60 hours a week in the agency and had no idea why. Now I devote 8–10 hours a week to agency business and nearly doubled my personal income this year.

JOE HAGAN, JR  
Birdsboro, PA

This has been the best money spent on an education course. The amount of materials provided is outstanding and valuable. I can't wait to get home and start on one of my ideas! You will hear from me again.

ANNIE AARTS  
Slave Lake, AB, Canada

IPS systems have enabled me to take 26 weeks off a year and still grow my agency by over \$400,000 in commissions every year. Thanks for teaching me about time management, ride of 46 ad & all other useful tools.

LEE HENDRIE  
Garden Grove, CA

The Advanced Boot Camp was the best one-day seminar for entrepreneurs I've ever seen. Excellent presentation of the critical pieces in a business plus practical tools to help me easily implement these powerful principles.

CHARLOTTE HICKS  
Wilmington, NC

WOW!! Jammed pack with everything you need to get your marketing up and running to make money fast. I can't wait to get back to my office to start implementation. Thanks Michael.

DENNIS PFAUTH  
Longmont, CO



I'm sitting on an untapped gold mine and there's no doubt that in the next 12 to 24 months, our agency volume is going to double.

DICK SMITH  
Great Falls, MT

I have learned little things each time that have made thousands of dollars, saved me thousands of dollars and help grow my agency 35% per year.

DON DAHLMEIER  
Chico, CA

Grab any business management book you want off the New York best sellers list and they preach that business systems are the answer to having the business of your dreams. Michael not only has time-tested systems, but they are tailored to my business – the only place I know to go for insurance solutions. Thank you, Michael, for giving me freedom to make a life and not just a living.

DON GRAUEL  
Baltimore, MD

Michael, this is by far the best seminar I've attended that is specifically market-driven toward our industry. I'm positive it will make my agency the dominant one in our area.

GREG MARCYNIUK  
Moose Jaw, SK, Canada

Awesome! Unbelievable! Mind blowing! Just a few words to describe my feelings on these two days. I have grabbed handfuls of new ideas that I will be implementing that will have a dramatic impact on my business and lifestyle.

JOHN BELYEA  
Mississauga, ON, Canada

Michael is pulling back the curtain to reveal the secrets of marketing and growth like never before. If you thought you knew everything he's shared, think again! He's now unveiling the step-by-step process behind his successful programs, making them available for everyone to see and use. With detailed AI prompts included, he's dramatically cutting down the time it takes to implement these strategies.

AL PAPPALARDO  
New Orleans, LA



This was \$597 well spent. I was thinking of telling other agents in California about this but don't want them to know! Instead I plan to buy them.

JOSEPH WILSON  
Long Beach, CA

Michael, just wanted you to know that in the ten months I have been with you... I have grown 20%. I have only taken three small ideas and put them in place. I can't wait to see what happens when I implement more.

TED HAMM  
Paso Robles, CA

Through the services and products of Michael, we've been able to increase retention to over 90%!

TREY RATTERMAN  
Cleveland, TN

Since attending the Portland Boot Camp four years ago I have applied the principle of working smarter, not harder. I use quiet time away from the office to plan strategy of agency acquisitions. We have purchased six agencies in the past 3.5 years. I work about 20 hours weekly and make more than I ever dreamed.

RANDY SPARKS

What a great experience! Insurance is not what it used to be. The changes, ideas, excitement and energy at Boot Camp I received made the price pale. I should have paid more! Easily worth a million dollars to my agency in revenue over the next 10 years.

M.W. KINSEY  
Doylestown, PA

As a skeptic of most programs that claim great financial results and free time for yourself, after attending I can see the concept and understand this is not a scheme but a real program.

MIKE KRATOCHVIL  
Tulelake, CA

This has given us the tools that we can take back and put together some really high quality stuff that is measurable in the results. I know for a fact that I, personally, will double my income from this over the next 2 years.

PAUL KRAEMER  
Greenfield, WI

Boot Camp has given me down-to-earth, easy-to-execute, practical ideas that will super charge my marketing efforts. Thanks, Michael!

SEAN MCCREARY  
Tracy, CA



I am walking away with enough ideas to pay for Boot Camp 100 times over, real ideas that will put money in the bank NOW. I look forward to getting to the office Monday.

STEVE DESINO  
Rochester, NY

You always justify these events by saying if I get just 1 idea it will pay for itself. I'm working and benefiting from 16 ideas that are transforming my business from just 1 boot camp. Now that's a return on investment!

DAVID M. PATRICK  
St. George, UT

Becoming a better marketer has helped me survive the market swings and will continue during this new market swing to survive while I see other agents starting to fall.

PAUL ENGELHARD  
Lincolnshire, IL

One piece of advice from another member dropped over \$30,000 to the BOTTOM LINE. Another bit of info led to \$10,000 in EXTRA commission in just the first 11 days of January!!! That's \$40K from just ONE meeting.

ORLANDO FRASCA  
Castro Valley, CA

Before Quantum Club, I was an insurance agent. Now I am an entrepreneur who just happens to be in the insurance business. My self-confidence has soared and my business profits are on a steady increase each year using the strategies I earned in Quantum Club. Thanks!

BILL HOLLAND  
Savannah, GA

This was our first Mastermind Workshop and we were DELIGHTED and very THANKFUL for all the tricks of the trade Michael shared with the group. VERY insightful. We're eager to implement these new tactics in our agency!

BRIER & SAM GRIEVES  
Tampa, FL

Michael Jans has changed my life by teaching me how to transform my agency to work for me by giving me what I want.

DENNIS ZUBLER  
Elizabethtown, PA

These meetings are the best way to take the time to focus on business rather than in it. Sharing ideas with the best in the industry is worth the price of membership.

JERRY HENDRICKSON  
Wyoming, MN



Thank you, thank you, thank you! You've done it again. Strategies that will bring at least \$150,000 in new commission to my agency this year alone!

SHAUN IRWIN  
Minneapolis, MN

From confusion to clarity! This is the workshop that pieces it all together into a cohesive whole. If all you are seeing is parts like I was, attend this workshop to see how to assemble them into a marketing machine.

DAVID COOK  
Grayson, GA

Mastermind groups are not all equal. MDC pushed my business closer to the next level at an accelerated pace. Invest in yourself and your business. Achieve your goals before your competition.

TAMMY LESUEUR  
LaPine, OR

This is the best seminar I've attended. It puts the industry seminars to shame. I won't ever go to another one of those.

JAY SPEARMAN  
Lithonia, GA

This is the perfect organization to learn how to work on your business and not in it. There are plenty of ideas to choose from. The entrepreneur can form his/her own business plan.

JERRY HENDRICKSON  
Wyoming, MN

Refreshing. Allowed me to step back, focus on the material and ideas that will have the greatest impact on my life and my business.

JOHN BELYEA  
Mississauga, ON, Canada

The Personal Lines Marathon was fantastic. Taking home a clear and detailed plan will propel my agency to a new level of production and success. Most importantly, my clients will begin to experience world class service and nurturing that will make them feel great and ultimately make me more money!

MARK GOODWIN  
Marion, OH

Michael, John Mason has repeated time and again that your tools he uses flat out work. However, without one magic ingredient there would be no results. That ingredient is action. This marathon and John's success story have inspired me to make the commitment to go home and take action of my own.

BILL SHUTTLEWORTH  
Fort Wayne, IN



I highly recommend this program to everyone except my competitors. Fantastic value for the money.

BYRON YANKOU  
Toronto, ON, Canada

Michael's marketing ideas are great and exciting and will be like lighting a booster rocket to our agency.

BILL HERBERT  
Englewood, CO

Michael, this is the best investment in my business that I have ever made! Your genius of putting like-minded AND like-hearted people together has made a community that will always be connected to each other. Thank you for giving us to each other!

DONNA LAVIGNE  
Cobleskill, NY

If you believe that knowledge is power then every insurance agency principal should be at classes by Insurance Profit Systems.

DELL DURAN  
Alamosa, CO

By watching the little things in the office AND marketing, over the last many years we have had a 100% increase in income AND reduced staff AND increased profit. Biggest word here is profit, more money means nothing if you the owner or producer aren't getting that money. It is possible. Once upon a time our agency corp actually lost money (hate to admit that) but the last two years we have shown a 46% and a 48% profit and that is after I have taken my income out and all expenses paid. That profit is what I use to either expand the agency, increase marketing, and or put in my back pocket. For me, that's a lot of profit, and most of that has come in the little internal things!

ANDY SHIFFLETT  
Cedar Rapids, IA

I used to be an insurance salesman. Now I am a businessman.

DAN LOOFBORO  
Kettering, OH

Just a short note to let you know what is happening with my agency. So far for the year my new app count is up 40.2% and the new premium is up 311%! Unbelievable numbers with a lot of thanks to you and your group. Thanks again for giving me a different view on my agency and life.

DENNIS HAMSHER  
York, PA



A lot of great ideas offered for agents. There is no down side to any of this information, it just needs to be implemented.

DAMIEN MARTINO  
Daytona Beach, FL

Michael, always innovative, always a wealth of info and as ever, more ideas to make my agency grow and make more \$\$\$. Thanks again!

DONNA LAVIGNE  
Cobleskill, NY

Long before I ever heard of IPS I dubbed myself Cheap John and ran ad after ad stating that a family from (name of town) paid \$976.00 a year for car insurance; our price only \$327.00 for 6 six months. I attracted 75% of the non-standard auto business in 5 counties. Losses went up; retention went down and contingencies were unheard of. Now we don't mention dollars saved – it's not necessary. All I can say is that when we started using Michael's style of marketing not only did the quantity of business drastically increase, but the quality went through the roof. People I used to chase unsuccessfully literally started walking in our doors with dec pages in hand.

JOHN MASON  
Hancock, NY

The bottom line, if you want to increase your revenue and the quality of your life, IPS and Michael Jans is the answer. Michael delivers what he says he will. Agents from all over the country (world) are willing to share INSURANCE programs that actually worked and provide constructive advice for your own. I have found the marketing experts in our program to be the best in the world and concerned about each other. IPS and Michael Jans is about increasing the quality of your life, friendships and revenue. Thanks Michael for everything you have provided me!

LOUIS PINGTELLA  
Williamsville, NY

Worth every penny spent and more. Not only will my company and I continue to survive, but thrive. Thanks.

MICHAEL BERNAL-SILVA  
Denville, NJ

I had thought your advertisements were a rip off at first but after getting in it's so amazing the information and experience that you can use. It was just what I was looking for.

MACK MILNER  
Pine Bluff, AR



You have really brought together many elements of personal & business success that I've learned in various places and made them relevant to the insurance business in a practical way.

PHIL OLIVER  
Visalia, CA

Michael, you have given me tools for management and marketing that will take our agency to the next level. I am not an agency principal but with these tools I will soon be one. Thanks.

SCOTT SIMPSON  
Spencer, IA

Just ran my numbers we are up 33% over last year same period. That is a huge increase for our agency. Last year same time period we were only up 3%. Long and short of it, we are doing it right. It's contractors business.

TAMMY LESUEUR  
La Pine, OR

There is nobody else in this business that wants to help the independent agent succeed and live out their dreams like Michael!

TONY ALESSANDRA  
Mission Viejo, CA

Michael, new concept of market domination is undoubtedly the next step for independent agencies if they are to survive and prosper.

LEE HENDRIE  
Garden Grove, CA

This is a great group, we have gotten a lot out of this and are very excited to continue our participation in the MDC this year.

RICH SAVINO  
Warwick, NY

The information provided will definitely help me expand my business. I won't be afraid to chase larger accounts.

ED HUTCHUK  
Oshawa, ON, Canada

It is a pleasure meeting with a group of people that share and are interested in helping each other. I get as much out of the interaction as the training. The Closed Door Session really brought some clarity to a couple of ideas running through my head. I will be implementing them in the next 90 days.

TED HAMM  
Paso Robles, CA



Michael I have not missed a QC event since I joined 2 years ago. This was the best even ever. I learned over 25 things to implement this time that will take me and our organization to the next generation. My future has never looked brighter due to QC.

TERRY YOUNG  
Birmingham, AL

My second Boot Camp, even better than the first. You and the speakers were great motivators. I can hardly wait to get started with the tips and ideas I've picked up.

GORDON BROUSE  
Salem, OR

Boot Camp is a combination of rigorous training and world-class networking. Where else can you pick the brains of 350 of the most successful (and generous!) marketing-minded agents in the country.

CLAUDIA MCCLAIN  
Everett, WA

Michael – Best year I've ever had thanks to information I have received in last two years Boot Camp – and this one has been the best yet!

RICH HAUSWIRTH  
Forked River, NJ

Again! Another outstanding session. Every time I come, I increase the bottom line!

ORLANDO FRASCA  
Castro Valley, CA

I was thinking of retiring. I'm close to that age but I'm not going to. I'm going to go back. I think I can make this work. If I can work three days a week, it will be like retirement to me. Thanks, Michael.

LORREN WHITE  
Oklahoma City, OK

Michael, if I could successfully implement just 10% of your awesome stuff I'd be able to double my income. I'll let you know what happens in a year. Thanks for keeping the Quantum Club moving forward and staying ahead of the pack.

SEAN MCCREARY  
Tracy, CA

If you ever pictured in your mind the perfect insurance agency, this can be a reality working with Michael Jans and the Quantum Club members.

BENJAMIN DONNE  
Joliet, IL



IPS has shown me that there is a better way and has caused me to be excited again.

GREG CULVER  
Silver Springs

I was bombarded with so many great ideas and information. I just have to sort through it and implement it.

KEVEN FALDUTO

Thanks to IPS I have had my best year yet and I believe that next year will be better yet. Thanks Michael!

JOE HERSHEY  
Elizabethtown, PA

Excellent Boot Camp! I'm really, really impressed at how other members shared their success. Enough high impact marketing material to last an agent's career.

TERRY CAMPBELL

Wow, my head is bursting. So much good information. It is tough to pick the first project to implement. Am putting them in order and going to get started.

TED HAMM  
Paso Robles, CA

New Member Orientation helped me refocus what I need to do most to improve my outlook on both my business and my life.

TOM VAN AUKEER  
Wadsworth, OH

The relationships, ideas and interaction among fellow Qcers is invaluable – can't get that from any other source!

TERY CUSTER  
Phoenix, AZ

Bravo! I'm so fired up and excited about my next direct mail campaign I can't wait to show off what I've learned!

ROBB YOUNG  
Fort Wayne, IN

Boot Camp is better than taking a vacation on a South Sea island! I am returning to my office with hope and enthusiasm, not dread. I am more refreshed and excited because the future holds so much promise as we implement Quantum tools.

CLAUDIA MCCLAIN

I've attended seminars and conducted seminars over the last 40 or some odd years of my business life and this is as good as it gets. I can go back with ideas that will be implemented as early as tomorrow morning. Thanks, Michael.

WAYNE KILMER  
Bellevue, WA



Michael, I can't thank you enough for the dramatic changes in my agency since joining Quantum Club. Personal income is up, the agency is running smoother than I could have dreamed possible and I'm taking more than 5 weeks of vacation each year.

CHARLOTTE S. HICKS  
Williamsville, NY

Did my first ZipDrip message this week. Used the pre-written safety blasts. I loaded in approximately 125 addresses that I had for prospects. Got back about 10 thank you's, one of which included an ex-date and another request for help on an HO matter. Try it, you'll like it!

PHIL LYONS  
Miami, FL

After 17 months with Quantum Club, we made this year our best year yet. Thanks to Michael & many of the other agents I am going home with my 30,60,90 day action planner completely full. I'm going to bust through the glass ceiling this year and have another best year ever.

AMANDA ROGERS  
West Milton, OH

Michael, you and your great staff did it again. I have another year of great material. More importantly, I was able to touch base with a great set of friends and agents who want to see me succeed.

PHIL CRISTE  
Mt. Kisco, NY

I am a believer in IPS. It took me three years to check Michael out. I thank God that I did!

PATRICK O'NEILL  
Wadsworth, OH

Michael, Quantum Plus is unfair! You are being completely ripped off by us Q+ members. The Love Fest alone is worth far more than the price of membership, but when you add that to the discounts on Summit and all your other seminars, I know we must be getting the better of you. On top of all that, the Brown Bag Lunches, the extra products, and phone calls. Even getting to talk with you one-on-one, we Q Plus members are totally taking advantage of you.

JOHN FORTMAN  
Valencia, CA

This is the missing link in running a successful insurance agency.

DON DAHLMEIER  
Chico, CA

Chicago was great! I attended the new member session on Thursday and have to say it was the best ever. We have some fantastic new members and Michael did an excellent job challenging everyone to re-claim your time, plan Life Time days, High Performance days and Maintenance days. Zip Drip review was good too. The Chicago session was outstanding and now we have lots to do to RAM it up a notch!

GLENN VINCENT  
Daytona Beach, FL



I love the connected podcast. I just started listening to the podcast recently and I'm sad I didn't start it sooner. I'm going back and listening to all of them. I encourage everyone to start now and go back through them. I'm currently on vacation and listening to these podcasts while driving, working out and at the beach/pool. I had planned to listen to 2 books, but they are on hold now. Michael does a great job finding excellent guests and guides them in the right direction so we, the listener, get the most value out of the conversation. He talks to people from all different areas of the industry and everyone can get great value from this podcast. Especially agency owners. Michael, please keep doing what you do, I love it.

MICHAEL MCGROARTY JR  
Pittsburgh, PA

I REALLY like the QC. It is the best program I have ever been involved with – period. I am learning so much about working on the business, especially with time management. The RoadMAP is by itself one of the best tools I have ever used in business and my personal life! Let Michael know the impact he is having in my life!!! Thank you so much!

PATRICK O'NEILL  
Wadsworth, OH

High Impact!! I'll say. I'll make more money, help more customers and take more time off. I love it!!

SHAUN IRWIN  
Minneapolis, MN

Thanks to Michael and all the members of QC for inspiration & direction. Without QC insurance it would really be dull.

RON BROWN  
Arlington, TX

There is no substitute for the energy, ideas and life-changing transformations that happen at these sessions. I've attended many Closed Door Sessions but always learn something new. The Q Club has made us truly unstoppable.

MIKE STROMSOE  
Temecula, CA

This was my first ever boot camp. It didn't take me long to realize that I have been a normal insurance agent & normal is lame & predictable. Normal is dead and it's time to become totally abnormal. Thank you Michael & Thank you all Quantum Club Members! This has been a great experience!

JASON CHAPMAN  
Newton, NC

The Quantum Club Coaching Program continues to be at the cutting edge of making our agency the best agency we can be – we would NOT be where we are today without it.

MIKE STROMSOE  
Temecula, CA



This was my first Closed Door Session. I left Phoenix BRAIN DEAD. Thank God I had a two hour flight to rest my brain before having to drive home from the airport. I want to also thank all that made the few days in AZ very HIGH PERFORMANCE for me. Everything that was presented was beneficial to me and my office. I also want to thank all the members for all the 'Networking' that went on outside the sessions. Looking forward to Chicago and hope more can make it to the Windy City.

RUSS CASTLE  
Redwood City, CA

I love the support and insight from fellow agents that are going through the same problems.

DENNIS HAMSHER  
York, PA

The IPS million dollar bills are awesome! First, they look real ... I mean really real. Then, once you realize it's a joke, they're covered with funny sayings that spoof a real bill. Our clients and prospects comment all the time about how they keep them and use them for fun – which means our stuff is getting read! Similar items I've seen just look phony and cheap ... you can tell at a glance they're totally bogus. Phony, cheap and bogus are three words I don't want associated with me, my agency or my mail! That's why I stick with IPS bills – they're the best I've seen and generate a great response.

JOE HAGAN, JR.  
Birdsboro, PA

I listen faithfully to your podcasts each week. The recent podcast with Bob Rusbuldt was especially informational. I especially got great information and ideas from your comments at the end of the podcast regarding speed strategies. Thanks for sharing your knowledge...!

BILL WETHINGTON

Joined Quantum Club in Jan, 2001. After 25 years in business, I'm having fun again with all the marketing ideas and making money at the same time – love it! Thank you.

DAVID SPENCE  
Los Angeles, CA

This was our first Love Fest as new Quantum Plus members. We found the event to be very uplifting. The time spent talking to other successful agents is invaluable. Everyone is so willing to share their marketing ideas and success stories.

RITA STEPHENSON  
Oak Harbor, WA

The power of the content, the specific ideas, the enthusiasm being generated and the non-threatening networking opportunities make the Boot Camp and IPS priceless. This program is an absolute necessity for any agency.

MIKE STROMSOE  
Temecula, CA



The extra effort that Michael puts into this event makes attending a lift to my business and me personally. The camaraderie of the members and the educational speakers are far and above what I expected. Along with the extra benefits you get with Quantum Plus the Love Fest was well worth my time and the little I spend for Q+. Thanks Michael!

SCOTT SMITH  
Salem, OR

After working with the Quantum Club for about 3 years, I find it is the best business decision I have ever made. My agency is producing twice as much as three years ago with half the hassle. We are now on track to really turbo charge to the top of the heap. Even in this tough market I feel confident we can not only survive, but thrive. How can we miss? We have daily contact with the world's best marketers, the best mentor, and the best material on the planet. Thank you.

PHYLLIS RYSER  
Honey Grove, TX

Wow! There are so many ideas to build and retain by business I don't know where to start. Joining the Quantum Club is the best decision I've ever made.

STEVE SHOULTZ  
Indianapolis, IN

The Quantum Club has been a real eye opener. I run what I thought was a successful agency, and hit a plateau. The Quantum Club and Michael's tools have helped me put the process in place to take my agency to the next level.

ROBERT ZABBIA  
Massapequa, NY

Boot Camp is the best first step I've made towards the life I want to live. Very informational.

DEIDRE FISHER  
Noblesville, IN

My father, brother and now I have been to Boot Camp. If we can't market the daylights out of our marketplace, we should sell...

JEFF JOSEPH  
Naples, NY

This is a great learning experience. It filled a lot of the gaps. I really feel I can get up and running so much faster. Thanks!

STEVE BARRICK  
Hanover, PA

Blew me away! Time to change 25 years of thinking and doing.

GUS PERRIN  
Dallas, TX



Two months after joining Quantum Club I launched a marketing campaign that will, in two months time, cover my entire QC membership, conference and Boot Camp investment for 2005. Great job!

MIKE VARNO  
Albany, NY

Michael, I was at your first Boot Camp in Chicago. During the past five years your program has gotten better and better. You promise a new way to look at our businesses and deliver 10 times over. I will be back to the next one.

BRUCE STRACHAN  
Twinsburg, OH

The IPS Marketing Boot Camp is the source for more sales and marketing knowledge than you could ever use.

CHARLOTTE HICKS  
Wilmington, NC

The guest speakers are really great – it's proof that any agency can do what they are doing to be successful.

JUDY JESPERSEN  
Tracy, CA

Great session in Phoenix!! It's brainstorming like this that fuels breakthrough after breakthrough. Can't wait to get home and implement. Thanks Michael and IPS.

SEAN MCCREARY  
Tracy, CA

Being locked up with 40 of the top insurance agents in America for a day is truly invaluable.

JOHN MASON  
Hancock, NY

Great marketing marathon! Your multiple marketing systems exemplify how successful we all can be by using Michael Jans' tools. The Geographical Expansion is a great way of getting me out of the box and grow my business in locations I never thought to market. Thank you!

KEVIN MCGRATH  
South Dennis, MA

John, WOW! What an operation you've got! Nothin' but a pure moneymaking machine. Thanks for the Personal Lines Marathon Tour and the hospitality. I stole, I mean 'borrowed' just one of your marketing examples and just made \$26,571 in commission! And my out-of-pocket cost for postage and paper was a whopping \$453!! Thanks again for the wealth (literally) of information, marketing samples and 'insider stuff.' It was a day well spent.

KEVIN ALLEN  
Tulsa, OK



Thanks for my new three-point game plan to make my agency more effective. You give me the tools and inspiration and with a little effort, I expect results!

CAROLE MASSEY  
Ontario, CA

Michael, I was at your first Boot Camp in Chicago. During the past five years your program has gotten better and better. You promise a new way to look at our businesses and deliver 10 times over. I will be back to the next one.

BRUCE STRACHAN  
Twinsburg, OH

You have done it again! The 2003 Boot Camp surpassed my expectations. You have provided quick and easy ideas that will be simple to implement and will turn into bottom line dollars. Two days was not enough to hear all the great ideas from you and all the speakers. I have picked out four concepts to apply to my agency.

BRUCE STRACHAN  
Twinsburg, OH

Thank you for a TON of great ideas! This will help to get my agency off the service plateau and up to the next level of sales. With this new information I will be transformed from a technician to an entrepreneur.

JIM JANASKO  
Lorain, OH

Once again worth every minute of time investment!

BOB KADZIE  
Phoenix, AZ

Each time I attend a QC meeting I come away with new ideas that can be implemented when I get back to my office. The year 2003 will be the best year.

BRUCE STRACHAN  
Twinsburg, OH

Before I started with IPS I always was very stressed and always buried in paperwork. Now I don't have the paperwork which has freed me up so I can get back to marketing and selling. I haven't come to the office on a Saturday since joining IPS. Thank you Michael.

JONATHAN MORGAN  
Greenwood, IN

The Closed Door session adds the electricity to the process. I am fully charged.

DENNIS HAMSHER  
York, PA



The New Member Orientation session enforces the basic concepts we need to run our agencies efficiently. Reviewing the systems we learned before focuses our attention specifically to be more profitable.

GLENN VINCENT  
Daytona Beach, FL

Two ideas I got today will mean more than \$500,000 in my pocket once implemented. Closed Door or any QC meeting is priceless.

MIKE STROMSOE  
Temecula, CA

IPS has helped our agency double its new business production – this meeting gave me the direction to grow even faster.

JERRY HENDRICKSON  
Wyoming, MN

Michael...thanks for: Life: more time off (5 weeks) than ever to experience magical moments with my family/friends. Business: increased net income by 100K using HIM. It all came from my existing clients! Quantum Club: the ultimate brain trust! Nowhere else can you get the trusted insights of America's savviest insurance agents. Thanks a million for giving us each other!

SEAN MCCREARY  
Tracy, CA

Before the Quantum Club I worked 60 hours a week in the agency and had no idea why. Now I devote 8 – 10 hours a week to agency business and nearly doubled my personal income this year.

JOE HAGAN, JR.  
Birdsboro, PA

Boot Camp has helped put the entire Quantum Club path and plan in an organized perspective.

JOE HERSHEY  
Elizabethtown, PA

This was my first boot camp. Other from my agency had gone before. I really feel empowered to make change & ultimately make money!

ANONYMOUS

Thank you, Michael, for changing business, but more importantly life, for me. I was astonished to pull into my driveway at 5:15 pm yesterday, the earliest I've come home in 11 years.

JOHN MASON  
Hancock, NY

John, what an absorbing experience. My second time and there were so many ideas that were new and again proven successful! One just has to commit to marketing and achieve the success like you have. We now have the tools and you delivered them to us.

MARK DAVIDSON  
Lincoln, NE



The Quantum Club training is intense, well organized and sets you on the track for 'total confidence' in growing your agency.

LEE HENDRIE

Garden Grove, CA

This orientation takes the overwhelm out of the membership and gives you the action steps to implement and realize results.

TONY ALESSANDRA

Mission Viejo, CA

My first meeting – The concepts are going to be easy to implement.

STACY ROBINSON

Addison, TX

Michael, You're a great guy, and I appreciate all I have learned through your many avenues you make available to us. That being said, if you dropped dead tomorrow I'd still be in the Q Club. The invaluable insight and phenomenal marketing brain power in this group makes it the deal of the century by itself. Thank You!

TERRY WARD

Shelby, NC

The Personal Lines Marathon was the best, fastest and most informative 10 hours I've spent on any insurance-related seminar ever. Time management, advertising, cross selling, nurturing, technology – the whole deal. And John's a funny guy. Thanks, John.

JIM SCULLEY

Bala Cynwyd, PA

The Quantum Club Process Designer is the straw that stirs the drink. It brings all your info together and makes it extremely user friendly.

BOB KADZIE

Phoenix, AZ

The big picture you sell in the QC is coming into focus! We are 'unstoppable' – watch us grow – up and out of sight!! We're going off the charts, thanks to you, Michael.

CAROLE MASSEY

Ontario, CA

This is marketing 101! Often the simple principles are the ones that we overlook. Michael does a great job of bringing us back to the simple marketing principles that will make us money. Michael's done his job – now it's my turn. I'll see him next year. This was my first Boot Camp but it won't be my last.

DWIGHT VAN LIEROP



My life and business has improved 100% in the last few years because of Michael Jans and the Quantum Club. Thank you, Michael.

**DONNA LAVIGNE**  
Cobleskill, NY

I had my business up for sale out of frustration. since joining the Quantum Club I have made a new commitment: to double my size in three years. Thank you, Michael and Quantum Club!

**STEVE BARRICK**  
Hanover, PA

Joined 12/2004, attended San Diego, John Mason, and my last boot camp box still in the box. This is my first boot camp. December 04 my commission was \$225,000 this year God willing it will be \$960,000. Thank you, Quantum Club.

**GEORGE DAKKAK**  
Sarasota, FL

I've increased my retention ratio from 86% to 90%. My book of business is worth \$1.5 million more when I sell it in 10 years. Instead of having 31% of my customer base in a given month being single policyholders we've brought that number down to only 24%. In short, we have increased revenue by \$3100 per month/\$40,000 a year. Thanks.

**TAMMY LESUEUR**  
La Pine, OR

It works! I can't wait to try the new stuff I learned.

**GARY MITCHELL**  
Baker, LA

IPS is a funnel of marketing ideas that will put any agency into the profit zone in 12 months or less. A real powerful tool for any size agency looking to increase market share.

**CAROLE MASSEY**  
Victorville, CA

This was the best Boot Camp I have attended yet. Each year they continue to get better.

**TODD MARAZITA**  
Dowagiac, MI

This training has opened our eyes in many ways and on many levels. Being able to be given the opportunity to see the academics of your vision placed into action speaks volumes! In addition, having the one on one connection with your staff was priceless. Thank you!

**LINDA KNOLL**  
Garden Grove, CA

Michael, great session! I wasn't going to attend because of certain obligations, but I am glad I changed things up to get here. The 10 hour drive was well worth it. Thanks again!

**LOUIS PINGTELLA**  
Williamsville, NY



Before coming to boot camp. This all seemed distant and surreal. Coming to boot camp, seeing other successful agents, hearing from them that this stuff really works has been a major catalyst that will propel our agency to new heights. Thanks Michael, QC team & members!

Art McCormack, San Diego, CA

I cannot believe that an agent can survive without your knowledge and seminars. The future of a successful agency is only available through your research and knowledge.

Mark Davidson, Lincoln, NE

I really appreciate the information that is made available and the whole think tank mentality of QC. It has inspired us to take our mediocre business and turn it into a thriving, well-run business. All the necessary tools to do that are at our fingertips through the QC Website – the library and toolbox. The inspiration has truly come from one-on-one face time with other QC Plus members and Michael through seminars and meeting like Love Fest in the Woods. The tools without this inspiration are more difficult to implement. The QC Plus membership has become a vital part of our business – the benefits of meetings like Love Fest far outweigh the cost. It will end up being the most economical marketing plan you can find!

Susanne Skilbeck, Oak Harbor, WA

Here I am on one of my busiest days of the month at 9:02 am, primetime. I just looked at my bank accounts. Wow! As you say, I have a huge truckload of money that magically appeared. I have been meaning to send this for some time, but it just hit me when I looked at the accounts. Thank you for creating the programs and tools we need as agents to prosper, have a better lifestyle, and be more financially secure. I can't wait to take 2 weeks off in a row this year. I can't remember if I've ever done that! You have made such a positive difference in my life I can't begin to tell you.

Mike Stromsoe, Temecula, CA

I joined Quantum Club in August 2002. In that short time Quantum Club (Michael Jans, and the members of Quantum) has been one of the biggest positive changes in my business & personal life. This past year (2006) has been by far THE BEST YEAR EVER. The office is on track to grow by an amazing \$1,500,000 in premium or 28% in 2006. Grew personal lines department by 16.61% (\$141,000 in annual premium) with NO extra marketing expenses. This was done by rounding from our niches and referrals from existing clients. Thanks to being in the Zone of Total Confidence, I am able to take time to do what I want when I want. For example, if my wife or one of my children want to attend a function at the school in the middle of the day, NO PROBLEM. This happens at least once or twice a month. This was not even possible prior to Quantum Club.

Russ Castle, Redwood City, CA



Best training money spent in 2000. Ideas given/shared were awesome.

Phil Bartlett, Sealy, TX

The Love Fest is my favorite Q Club seminar so far, after 9 months. This weekend provided great applications that I can implement right away.

John Fortman, Valencia, CA

I've known Bill Reynolds for over 5 years and I'm always amazed by his ability to consistently come up with cutting edge marketing techniques. Bill is easily one of the most dynamic producers in the Midwest. No one, whether from a small rural agency or a large urban shop, could fail to increase their income dramatically after learning from Bill.

im Roodvoets, Lapeer, MI

Seeing and listening to the successes and failures of marketing programs from other members spurs the creative juices and helps us think outside the box. It's priceless.

Michael Bernal-Silva

Quantum Club has given me the vision and tools to grow our personal lines dept to level that would have been beyond my belief. Thank you for the opportunity to bring my career to a whole new level.

Diana Kennedy, Raleigh, NC

I spent 29 years working in the business. After only one year in Quantum Club, I have learned to work only on my business. My personal income is up significantly and I work only 20 to 25 hours on insurance each week. Thanks, Michael, for turning my lights on.

Bill Holland, Savannah, GA

Boot Camp #2 for me. Already signed u for BC #3 next year. That should say it all!

Bill Gough, Florence, AL

I've been in the industry about 18 months and joined Quantum Club in Nov-05. Steep learning curve, not a lot of \$\$\$, very overwhelmed. After my first closed door session in 1/06, and speaking to other members, I finally feel I have some direction, achievable goals, tools that work, and most importantly, the support of QC members.

Art McCormick, San Diego, CA

A perfect 10! Great Boot Camp. It took a second visit to fully understand its value but now I'm prepared to succeed! Thanks.

Rocky Johnson, Bangor, MI



I've been very impressed with Quantum Club, I just signed up, it's only been two or three weeks, but wow, what a lot of information! I've actually called into IPS a few times already; very, very helpful staff, I've been impressed. I can't wait to start implementing these tools and can't wait for the best year of my life with 2008.

John Page, Idaho Falls, ID

Life Changing Event!

Joe Bill Mettauer, Center, TX

The tools I get from QC are incredible. When a problem pops up in my shop, the first step is to go to the Navigator and sure enough, there is a step by step solution right there. Add in the help of other members and it becomes fool-proof. Problem fixed... quicker than my competitors even know what hit them.

Don Grauel, Baltimore, MD

Becoming a member of Quantum Club was the most valuable thing I could do for the success of my agency. It has become the most valuable tool I have ever used to help establish a roadmap to a successful future.

Lesa Williams, Newton, NC

After I joined Quantum Club I doubled my agency revenues. Thank you Michael Jans.

George Dakkak, Sarasota, FL

Michael, thank you for giving us to each other. The Quantum Club continues to bolster my bottom line profit. The ideas I get from other members and you are the keys to the future.

Sean McCreary, Tracy, CA

The meeting was Fantastic. I am a new QC member and very excited what the club does. Thank you to our members that shared what you do in your agencies. The presentations were worth QC membership alone. I also enjoyed the meetings between the meetings. It was great to meet you people. Thanks QC, Michael, and Staff.

Steve Conrad, Fountain Hills, AZ

Your ideas and concepts are very encouraging. It gives me confidence that they can be implemented and achieved.

Christopher Holman, Richmond Hill, ON, Canada



The info my CSR gets in the CSR Coaching Program saves training time, not adds to it. The faster you get your staff thinking and working in the IPS style that you have decided to adopt, the better off you will be.

Bob Kadzie, Phoenix, AZ

Very informational and inspiring. Going away with what I had hoped to get.

Ron Vermost, Moline, IL

There was a wealth of knowledge here for today. Thank you, Michael, for allowing me to capitalize on it.

John Mason, Hancock, NY

Michael, great boot camp. So many ideas. It's going to be tough to choose the 2 or 3 to implement. Next year will be my best year ever.

Ted Hamm, Paso Robles, CA

Just did a tally of paid commissions derived exclusively from High Impact Marketing over the last twenty one months, \$396,614. That's paid in the door in the bank commissions. Thank you Michael! Keep up the great work you're doing and I'll try to keep up my end of the bargain and keep make the cash register ring.

Shaun Irwin, Minneapolis, MN

Michael, my fourth Boot Camp, simply the best yet! The content and speakers were excellent. See you next year!

J.D. Dickson, Post Falls, ID

Keep coming back – it works! We doubled our agency in three years. Went from \$4 million to \$9 million.

Carole Massey, Ontario, CA

Michael has re-kindled the fire in my love for insurance by giving me the tools to get out of my 'private plateau of progression.'

Gus Perrin, Dallas, TX



Thanks to Michael Jans, I expect to receive a retention bonus check from Farmers next year for \$22,041.00. If we never wrote another piece of business, Insurance Profit Systems will help us make an additional \$897,627.00 over the next ten years. I highly recommend Michael's company, if you are serious about multi-line sales and retention. He has made this business fun again.

Rob Hotchkiss, Silver City, NM

I am in awe at the marketing and agency management genius in the room when we gather at boot camp! What amazes me is the diversity represented by those in attendance (independent agents, captive agents, personal lines, commercial lines, big, small) and how much Michael's training is applicable to each participant. As an independent, personal lines agent I have learned so much from the generous sharing of agents who are very different from me. Boot camp expands your horizons. Both personally and professionally beyond your wildest dreams! No Borders! No Limits!

Claudia McClain, Everett, WA

After 30 years in business I have found the ultimate – Michael Jans and the best bunch of agents one could ever hope to associate with.

Robert Smith, Lees Summit, MO

Don't get discouraged by having no insurance business background. I used to be a butcher for 15 years and made the transition to this business. By far this group has given me more success than I could have ever dream of. I can relate to the new members who say they feel like a sponge just soaking up the info that comes from this group. I am a member for 4 years and I am probably the biggest sponge there is. But I can tell you that because I am a sponge that is not afraid to implement some of the ideas, my increase in income this year will be bigger than what my total income was the year that I joined the group. Not too bad for a former butcher that has turned into a sponge.

Dennis Hamsher, York, PA

I started a mastermind 11 Group. \$392,985 written premium in 1 month-Jan 2006! \$41,236 commission is my 34th month of business (Feb 2006)! New commission up 86% in 2006, bottom line up 71% \$920,202 New Business Commission so far in 2006. Average of 67 policies per month. \$153,367 premium per month.

Tom Larsen, Depew, NY



This stuff works. I knew it would, which is why I attended my first Boot Camp even before I owned an agency. I purchased a zero-growth agency February 2004 and year to date growth is 20+%! Thanks to you and QC!

Lori Augustyniak, Bradentown, FL

I just delivered a renewal that went from 52,000 to 86,566 and had them kissing me on the way out of the door. It's because of all the preemptive correspondence we have gained with QC. The coming insurance crisis, state of affairs letters, zipdrip monthlys, newsletters. They actually were thrilled it was so low!! Imagine not getting kicked, shot, stabbed or SHOPPED because of the relationship aspect of this business. MJ and others have made a wise decision which we embraced to communicate facts and educate our clients over time and every time we have the opportunity.

Mark Kinsey, Doylestown, PA

Michael... I've been in Quantum Club for 3 years. Every year my ROI at least doubles from what I learn in the program. Thank you for giving us to each other... this is hands down the best community of agents in the world.

Sean McCreary, Tracy, CA

Michael, after many years of anguish you have shown me a way to make my business fun again and prosperous. Thank you!

Warren McLeod, Trenton, MI

This has been a life changing experience. I can hardly wait to implement what I've learned. The spark is back!

Elizabeth Wightman, Scotts Valley, CA

These are worthwhile seminars. Let's have another.

Mark Helfrich, Middleton, WI

Boot Camp was pie in the sky. Domination Theory Marketing was meat in the street.

John Rogers, Seattle, WA

I have 5 concrete items to change on Monday when I return to my office. I fully expect to double my income.

Thomas Vocatura, Sudbury, MA



A great way for me to start my year. This weekend has allowed me to plan my year out and come up with major breakthroughs!

Mark Reid, Whitehouse, TN

We are fortunate to advise still in swamped status because of high impact. Net profit last month up at least 251% over same month prior year. My biggest problem is what do I do with the money so Sam doesn't get it.

Mike Stromsoe, Temecula, CA

Thank you for opening my eyes to what is possible.

Patrick Giannini, Ridgefield, NJ

I not only received many new ideas from attending live boot camp but a renewed inspiration to immediately put them in to action as well.

Julius Jones, Columbia, SC

I not only received many new ideas from attending live boot camp but a renewed inspiration to immediately put them in to action as well.

Julius Jones, Columbia, SC

As someone who has been to Mason's marathon, and visited his office – take my word on it. You can't afford not to go. Many things are jokingly said about `ol John, but when it comes to running a super-efficient office, and raking in the cash by the wheelbarrow load, you'd be hard pressed to find anyone better. In addition to that, I have not seen anything that he is not willing to reveal. I cannot recommend the Personal Lines Marathon highly enough. Just my strongly-held opinion.

Frank Duran, Alamosa, CO

I was a Tape of the Month member for a year. I wasn't sure if I needed to be part of the Quantum Club but I made the best decision in my 15 years in the insurance business when I joined. After only three months in, I have gotten more moneymaking and time management tools than from any other source, club or organization. Thanks, Michael!

Jeff Leibowitz, Blue Point, NY

The idea exchange with some of the other savviest agents in the country puts me miles ahead of my competitors. When they call the carriers complaining about our marketing, I know we've won!

John Mason, Hancock, NY



A 'bill' is included in my welcome kit for new clients with a handwritten 'million thanks' for allowing me to be of service...WITHOUT FAIL, the client breaks out a huge smile, they hold it up to the light, look at it closely! One client told me she was going to try to deposit it for fun to see how the bank teller would react! It's a fabulous freebie, evokes a surprised and pleasant response each time – I'll always keep a stash of these around!

Geri Custer, Phoenix, AZ

I absolutely love the podcast. I listen to it just about every week. It's a great way to help keep me informed on the industry and latest trends. I know I'm a better agency owner and leader for tuning in consistently.

Nick Thalhammer, Cincinnati, OH

The hardest thing for a business owner to see is the forest through the trees. It is way too easy to spend all of your time in the day-to-day activities and forget or neglect the Big Picture. The Quantum Club is a regular reminder that I need to spend a good part of my time painting the 'Big Picture' of my agency.

David P. Maher, Houston, TX

I just got done listening to the first call on CD from the CSR Mastery Training and I wanted to publicly thank Michael for conducting this training himself and helping all our agencies become auto pilot, money spewing, wildly successful, couldn't be bigger if we dreamed it up ourselves, drop dead, gotta have companies. Wow! This is what I have been telling myself I need to do a better job of communicating to our Team for the last seven years. For those of you involved, listen to the training and you'll be able to reinforce the messages we should have been repeating over, repeatedly. For those of you not involved, get signed up for the next session whenever they offer it! Thank you, Michael, and IPS!

Shaun Irwin, Minneapolis, MN

After joining the Quantum Club just before Boot Camp 2002 I came to Boot Camp and left with a 3 year goal – Get my wife to quit work and be home with my boys. Thanks to you this 3 year goal was made in 1 year!

Jerry Hendrickson, Wyoming, MN

Most valuable networking experience of any seminar, convention or meeting of any kind I've attended in my 19 years in the industry.

Russ Castle, Redwood City, CA



If you have to rob your mother to go to Boot Camp, do it. Sell a cow, whatever. You will never have a better opportunity to make more money than what you will at Boot Camp. The ROI on one Boot Camp is easily 100-200 up 1000% of what it will cost you. I went to Boot Camp my first year. Implemented one thing.....a cross sell marketing campaign. Increased my agency value well over million dollars the first year. Retention went from 85 to 92 percent. One year. Increase commission income by 30% first year. I did not pay that amount for Boot Camp. It is one of the few times you can sit down and pick the brains of Baccarella, Jans. Bartlett, Mason, Hicks, Massey, Pope of Pizza, Stromsoe, etc etc etc. They are all there in one place. All willing to share. All willing to answer questions and all willing to tell you how to make your money back and than some. I have been to 4 Boot Camps This will be my 5th. Wouldn't miss it.

Tammy Lesueur, La Pine, OR

I like the program because you show how other agents have taken the ball & run with it and made it work. Often the simplest/easiest things work in multiple ways.

Jackie Ralston, Belgrade, MT

Michaels approach to marketing has energized me. I can't wait to get started on our new marketing program.

Tim Sicafuse, Poland, OH

Going to John's Personal Lines Marathon was great and I learned many great ideas- HOWEVER- going and doing the Mason Agency Tour of his office brings it all together. There, you actually get to meet all of his management and technicians that actually are responsible for all of the great work that they do.

David Joyce, Pittston, PA

Our retention rate went up over 5 points in one year. It was 84.78 last year. This year our retention ratio is 89.27. What does this mean to our bottom line? Try \$25,000. The state average for the company's agents was 86%. We outpaced the average by 3 percentage points. This stuff works.

Bill Gough, Florence, AL

This was my first boot camp! It was fun but also enlightening. Not only motivates me but also gave me the tools to use.

Tammy Lesueur, La Pine, OR



Again, you have proven your worth. When I implement your ideas for niche marketing I am sure it will be successful.

Mark Nantz, Salem, IN

ZipDrip has put us three years ahead of our competition and we are exploiting our advantage.

Mark Davidson, Lincoln, NE

This is my second Boot Camp. By far you have changed my business and life. My office income has increased by 40% alone.

Tom Van Auker, Wadsworth, OH

Even though I was at Boot Camp, I walked away from Phoenix with so many great new strategies. The first day is IDEAL for us newcomers overwhelmed by the volume of great ideas that you get once you join. The second day was fabulous for learning about options and strategies from those who have implemented the ideas and affected the most important segment--the bottom line! I almost didn't come because of the time and distance but now am thrilled that I invested in the future of my business. Low cost, super ideas, intimate setting--going to Chicago is a no-brainer. A gigantic THANKS to all those who so willingly shared profitable ideas!

Russ Castle, Redwood City, CA

I brought my new agency manager from the agency that we purchased two years ago. I was really worried about him because he just wasn't getting it. The light went on for him yesterday. I saw his eyes light up and he got it. He started tell me of all the marketing campaigns he could think of to do and that's going to be invaluable.

Sue Ireland, Bellevue, WA

That is sooooo sweet. My entire database was sent the final version of my ZipDrip message at 7am this morning. All the while I'm at home packing for a week of skiing in the Rockies. While I'm skiing, my clients will be getting zipdripped with more automated nurturing messages! It's truly a beautiful thing. It took about 30 seconds to copy/paste/edit/test/send. Zipdrip is the most cost effective and reliable marketing tool ever.

Tammy Lesueur, La Pine, OR

I think of this as a life changing association--not just an event, but association with you. I have two boys and for years people have said to me, of course, the boys are going into the business with you. I've told people I don't really want them to be in my business. To me the bonus is that now I want them to be in the business. I say thank you.

Sean McCreary, Tracy, CA



Just wanted to say that it's super exciting and refreshing to hear from you and the big name guests you bring on the show. Keep it Up!

Dave Cornish, Westchester, IL

There is no substitute for one-on-one sharing in the format created for Quantum Club. It's sensational.

Gerald Reed, La Habra, CA

Chicago was a quantum of information, presented in such a fashion that I feel I can come to the office and run with it. Thanks also for all the camaraderie, and free giving of information from others that I had a pleasure joining. You are who you associate with – Thank You!

Jason Cunningham, Vancouver, CA

Re-charged, again! Just like the Energizer Bunny, I'm fueled and ready to roll. Thanks Michael.

Mike Stromsoe, Temecula, CA

It's tough to repeat these things & keep them fresh. You and your staff have done a great job. I've already signed up for the next one.

John Mason, Hancock, NY

My agency had 5 CSRs and an operations manager participate in the 1 year program. In addition to the monthly seminars, we included time in each meeting to review and discuss the material as they were taught. I can say that they truly understand where the agency is heading now. They get it. They really try to Wow customers. They truly understand their role in providing the protection our clients want. They understand they must be the insurance doctor to every client and truly understand the next call is an opportunity, not an interruption. The 6 employees that were participating have truly changed. In fact, cross selling has become our number one producer of new business! Thank you for the program! We have been with QC since March 2007 and I am grateful to you for helping our agency change for the better!!

Steve Barrick, Hanover, PA

This is my 3rd boot camp and it was the best yet! I love the time spent with the best peer group in the nation. No where else can you talk freely about money, growth, clients, real estate and get such a great feed back. Encouragement is PRICELESS!!!

Ron Lacey, Orange, CA

The changes I made from what I learned from you are worth \$1.6 million in commission, first year. All I can say is thank you, Michael.

Sherie Lake, McConnell, PA



BALTIMORE was great! The meetings get better and better the more you implement the stuff we are learning. I am as excited as I have ever been working in and more importantly on the business. The lifetime days are becoming a reality; the nurturing of our clients is paying off with referrals. Tom and I are really focused on making sure people are in the right positions with there people are in the right positions with there personal gifts (we are pretty confident that they are). The marketing has been the single major piece we have been missing in our business, and we are completely confident that the QC Club is the place to learn this part of the business. It is awesome to be a part of a group of professionals like this group. Thanks to you all.

Richard Crebs, Napa Valley, CA

Insurance has become 'marketing, marketing, marketing'. That's the Quantum Club goal with the support to make it happen.

Louis Pingtella, Williamsville, NY

You give us a lot for our money and I always look forward to the interviews and the information. I now know what I need to do to move my business forward.

Dave Collins, Ludlow, MA

As I sit at my computer and think about the latest QC Meeting in Phoenix, I want to thank everyone who attended for such a GREAT MEETING. This was the BEST ever quarterly meeting that Michael has had. It was different, enjoyable and helpful. Time flew by. In speaking with many after the meeting, they seemed to echo those same sentiments. I also want to thank John Mason for sharing his success. I truly respect and admire what John Mason has accomplished. Thanks again John for your insight, thoughts and the sharing of your knowledge! A big thank you to Michael and especially his staff. They always do such a GREAT job at presenting and preparing for these meetings. Thank you very much for all that you do, for your help and for getting the best DAMN MARKETERS and PEOPLE together! I look forward to seeing everyone on Chicago! Thanks again!

Patrick O'Neill, Wadsworth, OH

I've been in QC for several years. But this is my 1st boot camp. I'm coming next year, the last year! My goals on this trip were a) to form a mater mind group b) get refreshed in the biz (because I'm burning out) c) learn something new & refresh old info. Did it all! If I can do this, making my salary go from 34% growth YTD in 2006. Back to my usual 55% annual growth is SO-DO-ABLE!!

Mark Strange, Houston, TX



You have helped me focus on what is important and manage my time better so my agency can grow to the next level.

Geri Custer, Phoenix, AZ

Your systems are helping me understand my business, refine our marketing campaign and systems and improve my lifestyle. Thanks, Michael!

Jerry Kennedy, Colorado Springs, CO

As a first time attendee, I did not know where to begin. I now have an understanding of the program and I know where to begin. Plus, I am confident that this stuff will work.

Tony Caldwell, Oklahoma City, OK

Michael, you've done it again! The mundane daily routine can be broken by your strategies and many agents could change their attitudes about the business by attending these meetings.

Lou Pingtella, Williamsville, NY

Great meeting, especially the breakout sessions. I left the Atlanta Boot Camp with a 3x3 Post-It idea. A year later, \$40,000 + from a \$7500 investment. I can't wait to try out a couple of new ideas from the Denver Boot Camp.

Tom Burns, Torrance, CA

After 3 meetings (PLSC, Closed Door Session, and Boot Camp) it all makes sense. I feel more empowered, ready, and excited to create the empire I've always dreamt of. I'm ready to have my Best Year Ever and cruise on down the street driving my convertible! Thanks Michael and the IPS team!

Phil Bartlett, Sealy, TX

Thanks Michael for another fantastic Boot Camp. Your training is unmatched in the insurance industry. The ability to 'pull back the curtains' and see the inner workings of the most successful agencies in the country is worth the small investment. Anyone who knows about Boot Camp and does not attend, is walking away from piles of money.

Peter Tapley, Jarrettsville, MD

I have attended all of the QC sessions since their beginning and each one continues to help build my agency.

Glenn Agoncillo, Long Beach, CA



I realized that just a small change could make a big difference on my income.

Rocky Johnson, Bangor, MI

Michael, many of us agents face the very same issues that John Mason did 5 years ago... Working 18 hour days, stressed, compromised personal relationship (and the list goes on...) What I have learned at the Personal Lines Marathon in Chicago and Hancock, New York, has changed the way I look at the our agency's going to market and service from this day on. The tools, tips, and financial strategies learned were priceless!

Nancy Barkley, Toronto, ON, Canada

Michael, I have been in Quantum Club for 7 months now and this was my first Boot Camp. The many changes that I have already made have given me a renewed spirit for the insurance industry, not to mention the financial gain to come from it.

Tony Alessandra, Mission Viejo, CA

QC from Boston to now (4 months) has already paid for the cost.

Bruce Strachan, Twinsburg, OH

I went to Michael's very first boot camp back in 1990-something and became an instant fan of his concept of High Impact Marketing and all the other concepts that he tossed around. Before I attended that Boot Camp, I had been to all the standard industry sponsored 'marketing seminars' and learned how to be just like everyone else and couldn't figure out why my marketing wasn't working. Well, the answer was very simple. It wasn't marketing!!! After the first few hours you will be thinking this stuff is pretty different, but after sitting through two days of listening to Michael and the other speakers, you will walk out of the meeting room with glazed eyes and the wheels in your head spinning like a broken slot machine. If you honestly apply the principals and techniques you will learn at the Boot Camp, I guarantee that you will make back every dollar you spend within a six month period and your investment will generate 10 times more income than it costs you in the coming years. But, don't expect a magic bullet, or someone to sprinkle magic dust on your head and sit back for it to happen. You have to work your butt off to make it happen, but if you are honest with your effort, you'll be blown away.

Bruce Strachan, Twinsburg, OH

IPS has given me the tools to make this year the best ever!

Randy Rrekerdres, Dallas, TX



For serious insurance marketers, The Platinum Circle, along with the Quantum Club and other services is one of the best values in the marketplace today. There isn't anywhere that I can get information, creative ideas and direction that IPS offers.

Maeta Lee, Honey Grove, TX

This was my second new member orientation and it just hit me as to how far and how much I have benefited by using the tools given to me by the Quantum Club.

Bruce Strachan, Twinsburg, OH

Wow! What an operation! The Personal Lines Marathon was awesome but the tour brings it all together. John was very gracious and allowed his agency and personnel to be an open book and at our disposal. I can't wait to get back to the office and start implementation. The next three months I am going to concentrate on a few of the marketing programs I witnessed and then come back to Hancock in June to learn more and make improvements. Thanks so much to John and his entire staff.

Lee Hendrie, Garden Grove, CA

Your Boot Camp was wonderful. I totally enjoyed it. There was so much info to take home and share. Thank you so much.

Joanne Lemelin, Wyomissing, PA

It is necessary to get away and re-focus on my business. These sessions help me accomplish this. Thanks!

Mark Davidson, Lincoln, NE

Michael & Team, Thank you for a great Boot Camp! Ron White was also a good speaker, but we are not sales people we are marketers. Nice person, I would have rather gone to an agent breakout session. Ron or Lee could have been a breakout session that people could go to if they cared about their topics.

Stephen Evanko, Delaware, OH

Before Quantum Club I was just an ordinary IPS member (5 or 6 years) and I never could get started. When I finally joined and got on Qmail, things started to click. The sharing of ideas made things start to gel. Now I have some things going.

Dwayne Vanderhout, Burlington, ON

Michael, even though I still have not started any marketing campaign yet, but joining Quantum Club has been a great eye opener for me to know that everything that I'm doing wrong, and changes that I have to make starting with myself. This has been the best thing and the smartest thing I have done for myself and my business.

Bill Macke, Nashville, TN



2005 Boot Camp was another life-changing experience for me! For the second time in 12 months, QC has provided me with the tools and people and empowerment to shoot for my next level of goals. The quality is better than ever.

Alice Shamoon, Sherman Oaks, CA

2006 was the best BC ever for me. After a year of really mentoring my best year ever efforts and just being able to breathe the same air as the top 10. I feel 07 will be even better. I'll be counting the days til next October!

John Baccarella, Riverside, CA

It's inspirational and makes you refocus on managerial thoughts rather than just being caught up in the day-to-day maintenance issues.

Terry Young, Birmingham, AL

Michael, I can honestly say that the energy in this group and your training have increased my business 25% and I have yet to implement many of the great ideas.

Marv Helfrich, Madison, WI

Great brain stimulation.

Ron Leipheimer, Hermitage, PA

Michael, Quantum Club helps me think out of the box. It has helped me get out of the ordinary way of thinking and into the extraordinary. Our Hi-Impact Submission Process was a direct result of other members and you forcing us to think outside the box, set a goal and make it happen. We have written and retained more than \$400,000 in revenue as a result. Thanks Michael!

Ted Hamm, Paso Robles, CA

The Plateau of Progress chart has made a tremendous impact on my business. After a lot of self-study, I managed to eliminate all the inadequate, adequate and 90% of the superior classes of the chart. I hired a personal sales assistant and that also has made a huge difference. I can now concentrate on sales and marketing. Sales are going up every month and with LESS effort. I didn't want to give you another damn testimonial but I just thought I'd let you know your material really does work in the real world.

Jim Hopwood, Mission Viejo, CA

I was a burnt-out, over-worked, single owner, agency principal ready to give up and sell out! Michael and Quantum Club has shown me not just what to do, but how to do it in order to transform my agency. Over the last 12 months I have seen 12% growth and a more focused, energized team. Thank you Michael.

Louis Pingtella, Williamsville, NY



I've been feeling flat. Now I'm ready to go out and really rebuild our agency. I'm excited about the business again. Thank you, Michael. I really needed this.

Louis Pingtella, Williamsville, NY

Before Quantum I was like a light bulb, shining light every where, after Quantum I feel like a laser, focused, sure and dead on to a successful future!

Mike Stromsoe, Temecula, CA

Quantum Club gets you to think about and plan your business for optimum success and maximize your time efficiently.

Dave Jansen, Grayling, MI

The whole process becomes clearer and clearer with each session. Sooner or later I will put all the pieces together.

Bob Mulrey, Milford, MA

Your podcast is hands-down the best insurance podcast out there. Michael often asks the questions that are on the tip of my tongue about the industry as it stands and what it will look like in 5, 10 or 20 years' time. For anyone in insurance but particularly for agents and independent brokers this is a must-listen for insight on the people and forces that are shaping our industry.

Geri Custer, Phoenix, AZ

Just being exposed to and conversing with people who are making things happy in their lives and businesses is extraordinary. See you next time.

Loraine Lacey, Orange, CA

This was my first Quantum Club event. I only wish I had joined sooner! It has re-energized my commitment to my agency and my clients. Thank you! I'll be back.

Terry Young, Birmingham, AL

WOW! The 2007 Boot Camp started on a high level and never fell off. Agents who missed this missed learning \$\$ Million Dollar ideas. High level networking with exceptionally high achievers was a Million Dollar bonus.

Glenn Vincent, Daytona Beach, FL

It's all here-basic no nonsense information that could produce real results but the match must be hit to jump start these themes into reality \$\$.

Martin Fox-Foster, San Francisco, CA



Quantum Club keeps getting better and better. I've learned more about growing an agency in three years with QC than the previous 30 years without Quantum. QC is the best training and education for insurance agents ever!

Kathy Daggett, Charlottesville, VA

The CSR program is one hour a month of high performance time. The payoff is well worth the time and money invested. My question for 2003 isn't do I continue with it, it's how many do I add to the program. Your CSR's will make or break you. Getting them on board with the concepts you'll learn from Michael and the Quantum Club means less work and more profits for you. You'll soon receive a mountain of great stuff from IPS – more than the mind can imagine.

Roni J. Cohen, New York, NY

Another great session. These sessions are what have allowed my agency to grow at 25% every year and allow me to take more and more time off. Thank you!

Dennis Hamsher, York, PA

Being locked up with the savviest agents in the country for 3 days gives me a 1000% ROI in Quantum Club.

George Brinson, Spencer, IN

Platinum Circle has taught me valuable marketing lessons! Our close knit group of people share everything from marketing ideas to handling management issues. We help each other with all aspects of our businesses. We share ideas and help each other be more successful. It is an invaluable relationship, one I wouldn't trade for the world. This is not only a group of business associates but a group of friends.

Lee Hendrie, Garden Grove, CA

My Platinum Circle membership has proven invaluable. To my knowledge there is no other opportunity in this industry to develop close relationships with top agents where you can share anything and everything in your business life. This group has helped me make business decisions and implement ideas that have paid for my membership several times over.

Anonymous

In IPS, all opinions are honest & without vested interest. They benefit only in the joy of your success! Nothing is held back.

David Collins, Ludlow, MA

Boot Camp gave me the roadmap to get it done. My agency is excited about the next year, and so am I.

Bruce Strachan, Twinsburg, OH



My birthday was on day 1 – (Oct 11th) and this was the best present I could have gotten. A restaurant certificate could have fed me for 1 day, what I learned here will help feed my whole family forever – I got so much from this weekend.

Charlotte S. Hicks, Wilmington, NC

Michael, just when I thought it could not be done, you have hit the bull's eye again. For the fifth straight time I expect to increase my P&C Sales by 30% or more.

John Obrey, Derry, NH

Michael, all the information I've received has really been an eye-opener! I truly believe that we can increase our revenue by huge amounts over the next couple of years by implementing a few of the ideas. Thank you!

John Mason, Hancock, NY

With out the help of Michael Jans, Quantum Club & IPS I would not have been able to set the rocket off in our office that we did. The tools & ideas supplied by Quantum Club has made us the fastest growing insurance brokerage in the Annapolis Valley of Nova Scotia.

Tim Roodvoets, Lapeer, MI

This was my first Boot Camp and I am ready to make 2008 our agency's Best Year Ever. I want our staff to feel the motivation and excitement I now have. The feeling I have is so overwhelming that I can't wait to share it. Boot Camp has made me realize that there is light at the end of the tunnel and we're going to approach it with speed, marketing and a support team of other Quantum agents. This Boot Camp was a jaw-dropping, knee-slapping, awe inspiring event! I'm ready to go! Thanks!

Lori Lunsford, Richmond, KY

Fantastic session! For the new members, this session will jump start their success. For the been-around-awhile group, it gave us some of the most powerful info yet. By lunch I had tons of great ideas to take back and use!

Dave Stauffer, Oshawa, ON, Canada

I have attended each and every Closed Door Session that has been held by QC and they continue to provide the insights and information that propel my business to bigger and better things. Phoenix was one of the best that has ever been. Thanks go out to John Mason, Corndawg and all the other members who I had a chance to spend some time with. There were so many there, I did not have a chance to spend much time with quite a few, but hope to make up for that in Chicago. And of course, thanks as always to Michael, Laura, Luke and Liz. Off to implement and share what I learned.

Bill Reynolds, Western Springs, IL



Since my first Boot Camp only six months ago, we have been able to begin implementing the systems that other successful Quantum members have shared. We could not 'hire' better mentors!,  
Craig Wiseman, Provo, UT

The Three Dimensional Growth Program is by far the best tool you have given us to date. If it doesn't turn an agent/owner into an owner/entrepreneur, nothing will. Thanks again!  
Trey Ratterman, Cleveland, TN

Being in the business for 30 years & involved in lots of insurance organizations I have gone to numerous meeting & events. Your organization & events are trully beneficial. Since they just focuson marketing they give you examples & tools to be successful.  
Kimberly Spharler, Pine Bluff, AR

The knowledge and tools I have walked awy with from my 1st Boot Camp has completely changed me. I cannot wait to see the results from this in my agency.  
Dave Stauffer, Oshawa, ON, Canada

Michael, I generated three awesome ideas while talking to other agency principals last night even before the Closed Door session started! And then today the RoadMAP and all the face-to-face conversations were worth 10 times the cost of coming to Denver. Totally awesome! Thanks a million.  
Joel Zwicker, Antigonish, NS

I was very surprised to see how open the QC members were. They not only opened up the business ideas but their friendships.  
Michelle Jacobik, Waterford, CT

Fantastic session! Mind-blowing profit strategies again. QC continues to deliver every time.  
Christopher C. Wilson, Bristol, CT

Michael, The Motivator is the Master of Marketing in the insurance industry! Boot Camps deliver – great marketing materials from The Dirty Dozen and very informative information from the Best of the Best guest speakers. Hats off to Michael and his great team. You guys rock!  
Charlotte S. Hicks, Wilmington, NC

Best Closed Door yet – helped me to clarify my niche markets better than ever.  
Kerry Atkinson, Fredericton, NB  
Canada



I started a new niche in Jan, and have created a \$750,000 book of business that should grow to 3 million range before year end. Almost all of this business has been acquired on BofR from incumbent agent, for our state fund. Once again it is because I am positioning myself as the expert on comp. So in four years my book has went from close to \$0 to over \$3million in less than 4 years, and should exceed \$6 million by year end. Income close to \$0 in 99 to an expected \$700,000–\$900,000 by year end. All of this is from marketing tricks that I have learned from Michael and the others in the group... The best decision you can make is getting involved with high impact marketing.

Sean McCreary, Tracy, CA

Jumper cables come to mind. A quick charge that will last.

Patrick O'Neill, Wadsworth, OH

Can't wait to start using the techniques that I've learned in Boot Camp!

Jennifer Longtin, Latham, NY

The energy and focus and working on our businesses instead of in them, is awesome! You keep getting better at crystallizing ideas and making them ready to implement.

John Belyea, Mississauga, ON, Canada

New Member Orientation is like a 3,000 mile oil change for veterans. A great day to bring up old ideas that we've forgotten about.

Thanks, Michael.

Keith Gossweiler, Blue Point, NY

Another great Boot Camp! A great review of Direct Insurance Marketing 101, exemplified by real-life success stories in the breakout sessions.

Charlotte S. Hicks, Wilmington, NC

Michael, you have put together an unbelievable program for independent agents. Anyone would be out of their mind not to take advantage of it. Thank you!

Elliot Katzovitz, Los Angeles, CA

Michael, once again this Boot Camp has been an awesome experience. Now, time to execute and implement.

Rich Hauswirth, Forked River, NJ

The best marketing conference I've ever attended.

Sean McCreary, Tracy, CA



Not attending boot camp would have been the BIGGEST mistake in my insurance career. With the info that I've learned, NOT only have I added THOUSANDS to my bottom line – yes, after paying producers, CSRs, marketing and servicing, THOUSANDS – I have also learned HOW to control my time. Now I spend time on the truly important things – which are the things that drive \$\$ thru the door (and time with my family of course) – but I have learned to delegate the important, but time-consuming un-productive necessities of running an insurance business to my staff. Boot camp helped me FOCUS on the big picture instead of the next sale. So, how much is my FREE TIME worth... millions, BILLIONS?? I have only taken and IMPLEMENTED 2 concepts from last year's boot camp – those have driven OVER \$3500 per month to the bottom line, helped my hire a SECOND producer just to handle that new line of business we now sell to AND allow me to work in the office 15 hours per week LESS than I used to. I'm salivating at what 2 lil' ole' concepts I can get from BOOT CAMP this year – and how much \$\$\$ it will bring in!! The WORST DECISION you could make is avoiding BOOT CAMP – then again, those clients have to buy insurance from someone, so if it isn't you, that simply means there is more for me...

Kelly Wooten

I'm 23 years old. Thanks you for the opportunity to learn how to be successful in this business now instead of 10 years down the road!

Phil Oliver, Visalia, CA

Wow. That word best describes the High Impact Marketing System Boot Camp in Chicago the past weekend. You promised and you delivered more information about marketing insurance than one could expect. I have never been to a better-organized, more relevant program in the past 25 years of my insurance career. We have begun implementing many of the ideas and I can only guess at the long-term impact it will have on the agency's bottom line and overall operational intensity. Good stuff, Michael.

Shaun Irwin, Minneapolis, MN

Each day my concept of who I am and what I do were challenged; your presentations helped me re-define my goals and methods of achieving them.

Craig Hummel, Oakland, IA

The process of entering the 2005 Best Year Ever Contest was a real eye-opener. When pulling together my entry, I realized not only how much my agency – and my life – had improved thanks to what I've learned through the Quantum Club but also how much potential there is for 2006! But the biggest benefit was in preparing for the entry – I knew I had to DO things that would make it my Best Year Ever. Knowing the contest was there gave me more focus on high leverage activities and consequently more success.

Mark Reid, White House, TN



The Personal Lines Marathon was awesome and well worth the investment. I've got a big list of things and can't wait to get back to get started on moving our agency to the next level.

Orlando Frasca, Castro Valley, CA

You have continuously showed me there is a better way to live and earn more money than I ever thought possible. Thank you Michael! I will stay the course.

Ralph Whitehurst, Jr., Raleigh, NC

New member orientation/closed door sessions are the glue that keeps Quantum techniques and strategies together for our agency. Attending regularly allows me to be re-energized and re-focused. 2006 WILL be our best year ever!

Bruce Strachan, Twinsburg, OH

The numbers don't lie: End of year total income for 1998 – \$77,625.49. End of year total income for 2000 – \$477,108.19. Current growth rate for 2001 – 36% = projected income of \$648,866.88. I have taken more time off this year than I ever have in my life. I've been to many new places, more trips, had more fun, experienced more challenges, given more to my family. Heck, I think I've discovered what a real 11 in lifetime is! Thank you Michael.

Bill Gough, Florence, AL

This was a great learning experience. Every insurance agent should belong to this group. The sharing & learning experience can not be missed. Every dime that was over charged was worth it in ten times over!!

Ken Kroemer, Clinton, IA

Since being in Quantum Club I have implemented more systems in my office in the last two years than the last 25. More income, bonus, retention.

Claudia McClain, Everett, WA

The chance to start my career using what I learned here will put me light years ahead of my competition and will allow me to retire before them.

Bruce Strachan, Twinsburg, OH

The Mason Agency visit was very beneficial. We were able to see all of their processes in action. It really helped fill in the missing pieces of our work flow processes in our agency. Thanks John, for providing us this great opportunity. Well worth the financial investment.

Catherine Valerio, Erie, PA

IPS will take your agency and your life to the next level. My business and personal life has no limits. Thanks to Michael Jans.

Chet Cottom, Claremore, OK



Our agency has implemented the QC operational concepts and has started the marketing. Each class we attend gives us more confidence and greater success. Thank you!

Bry Ewan, Georgetown, TX

Michael, it keeps getting better and better each time I attend. I always learn new ideas to try and am positive I can double my business in the next 12 months.

Linda Anderson, Kettering, OH

As a leader with a national P&C carrier my team works closely with independent agencies every day. The Connected Insurance Podcast provides us valuable insight on the business challenges currently facing our agencies. One of the things that separates you in the podcast world is the energy you bring combined with professionalism.

Pat Custenborder, Versailles, OH

I'm on my laptop, Sunday at home watching football with my boys and smiling that my ZipDrip got me 2 responses. It was a small list of email addresses for the first ZipDrip but the orders are to ask everyone the staff talks to for email addresses.

Mike Stromsoe, Temecula, CA

Working on my business instead of in it has given me enthusiasm and optimism again. The materials are priceless.

Jeff Leibowitz, Blue Point, NY

As the result of my introduction into the Quantum Club I am now able to focus on the real issues of what it will take to realize my life and business goals.

Jerry Mathem, Carey, OH

Meeting was very enjoyable. Never boring. Two days of ideas, tools, etc. to put into action when we return to our agencies. Thank you.

Todd Marazita, Dowagiac, MI

What an amazing weekend!! The opportunity to meet with a group of agents who are so focused on making their business better and helping you do the same was more than worth the 10 hour drive. The exchange of ideas was never ending and the atmosphere was incredible. Michael, thank you for the wonderful hospitality and sharing your home and family with us. Thank you for the speakers you invited. I know they will change our business and have sparked renewed excitement. I can't believe anyone would pass up this opportunity. This alone makes being a Q+ member worth the investment. THANK YOU!!!

Steve Donigan, Syracuse, NY



It was by far THE BEST seminar for dealing with large commercial accounts I have ever experienced. By using the techniques you taught us I was able to not only define my specific marketplace but I have been able to take your techniques and INCREASE the DOLLARS in my pocket BY 700% over last year. If anyone is serious about working in the commercial marketplace and wants to make an extreme amount of money, they must attend your seminar.

Tom Larsen

Our first monthly safety tip went to our very small list (<200). We already received a response to the safety tip from a client who has only auto with us and says, 'Call me later this week. I want to consolidate all my vehicles and my home with you.' A SALE generated from a NURTURING contact. What a concept! If you're not using ZipDrip, you're missing out on a powerful, easily implemented, easily maintained, zero cost relationship builder. Prioritize it. Once it's set up, it runs without you!

Daniel Lee

The value of my Quantum Plus membership far exceeds the additional investment. In fact, the invitation to the Love Fest in the Woods alone makes it more than worthwhile.

Kevin McGrath, South Dennis, MA

Awesome with a capital 'A.' Great personal and professional investment even with 50 cent Canadian/US exchange.

Bill Holland, Savannah, GA

You should have been here.

Martha Furr, Mineral Springs, AR

Great weekend for all levels of students – outstanding job!

Robert Young, Oak Harbor, WA

Thank You! Thank You! The tour of Mason's Agency was wonderful. It was great to have all day to dig in and pick John's and his staff's brains. Everyone was very friendly. It was worth all the time and effort it took to get to Hancock. Anyone who's running a personal lines shop needs to come and see the great systems that are in place. You won't be disappointed!

Bill Larson, La Salle, IL

Quantum tools provide the means, it's the magic ingredient you provide inspiration that makes it all come together. We are inspired and 9 months into the program we're well on our way to fantastic financial growth!!

Joe Hagan, Jr., Birdsboro, PA



The review and explanation of your RoadMAP was excellent. I plan to implement it in our agency immediately. Probably the best goal setting/time management program developed for insurance agents.

Tony Alessandra, Mission Viejo, CA

Michael, this was my first Advanced Boot Camp. What a day full of powerful materials and life-changing events. Continue to feed us so we can grow our agencies and ourselves

Eric Patrick, Camp Hill, PA

I am using all the stuff from your Boot Camp session. Wow, does it work! Auto & Home at the same time, 250/500 across the board. Since Boot Camp I have written six cold call auto quotes with the home & umbrella at the same time. The cost to fly to Chicago \$300; The cost of the hotel \$348. The cost of Boot Camp & your session, Priceless!

Michael McLean, Perth, ON, Canada

I originally came to my first boot camp I believe in 1999, before the Quantum Club. I got back and did not do a thing with it. I spoke with a QC member in 2003, listened to what he was doing, and jumped back in. Since then my numbers are up over 25% in revenue each year. I am here to stay... 'til I can retire.

Michael McLean, Perth, ON, Canada

Upon joining QC I began to track quotes. I was getting 5 referrals per month. Implementing the program produced 32 per month, and we are now at 45 per month. After the first six months of this year, I have a 40% increase in referrals. Our close ratio on referrals remains high at 80%. Annualized, the numbers are this: 538 Referrals, 430 New Clients. Average Commission \$279 = \$120,000 first year commissions. 91% retention means in excess of \$800,000 over the next 10 years.

Kevin Foley, Old Bridge, NJ

This is my first experience with IPS and Quantum Club. I am totally geeked to get back to the office to start my journey of a 7 digit income within 3 to 4 years.

Jessica Finch, Silver City, NM

I can not describe the invaluable marketing information I received at Boot Camp. It has caused me to focus on the three dimensional growth plan for my agency. I made a covenant to implement this plan within the next 12 months!

Roni J. Cohen, New York, NY

Fantastic experience – can't wait to implement selected campaigns and become the most hated agent in my area. Looking forward to a new life.

Kevin McGrath, South Dennis, MA



My first Boot Camp and my first IPS live event ever after being a member for 1 year. Thought I was getting what I needed just from the navigator, but attendance at the live sessions is critical: networking, enthusiasm, knowledge is put to a new level and is like filling your brain and body with the marketing knowledge it needs to make you the best you and your office can be. Thanks isn't enough Michael, but Thanks anyways.

Wolter Van Doomick, Portland, OR

For 20 years I have been in Insurance now I'm working on the ultimate marketing program that will change our agency into a thriving business. Thanks Quantum Club! P.S. Our new goals-work less, vacation more, make lots more money.

Mark Reid, White House, TN

John, my visit to your agency is by far the best investment I've done this year, maybe this decade! With the knowledge coming from you and your staff, we should have the money rolling in, in no time at all! Thank you so much!!!!

Dave Stauffer, Oshawa, ON, Canada

It was invaluable to see what some of the best marketers in the industry are doing. The exchange of information was outstanding.

Joe Hagan, Jr., Birdsboro, PA

Michael, you and the Quantum Club gave me new interest and excitement about my business. Six months ago I was taking bids to sell. Thank you

Scott Lombard, Medway, MA

John, thank you for allowing us to come see your operation. It was extremely helpful to see how your operation work and be able to actually sit and talk with your staff on a one to one basis. I can't wait to start making changes at our office.

Janice DuMouchelle, Washington, MI

This years bootcamp had a lot of information that was easy to grasp and not overwhelming. It was also great to take a look at all the potential ideas that other people have.

John Mason, Hancock, NY

IPS marketing boot camp, and Quantum Club have made the most incredible difference in Westfield agencies, who have taken this valuable step in their own self development.

Lesa Williams, Newton, NC



The opportunity to pick the brains of other agents is invaluable. This is more a retreat than a seminar.

Lorne Rye, Lacombe, AB, Canada

Boot Camp was awesome. I can't wait to put the ideas I learned into action. This was my first Boot Camp but not my last. I'll be back!

Joe Hershey, Elizabethtown, PA

Michael and the Quantum Club have given me the tools. It's up to me to be accountable and to rely on the members and their ideas. Thanks for getting me off the plateau.

Dan Yoest, Washington, MO

John has shared great information on marketing pieces and how best to implement them.

Anonymous

Six Boot Camps – no, I'm not a slow learner – every time I attend I'm rejuvenated and find new ideas to implement. Insurance Profit Systems has given me the tools to average growth of over 25% every year. Thank you – Thank you – Thank you.

Jim Irwin, Norman, OK

I wanted to tell you how much I have enjoyed each session and each month. You are a charismatic enthusiast and an incredibly encouraging speaker. Your charismatic delivery inspired me each month to back up and look at everything through the customer's eyes and re-think my position and responsibilities. This approach has not only helped me with my clients but it has also helped me in other important areas of my life. Your cross-selling strategies have been very valuable to me as well as the Roadblock suggestions. Once I was able to overcome the Roadblocks that once deterred me, I was able to turn these into Cross-sell opportunities with our clients. Thank you so much for taking the time to mentor so many of us. Thank you again for giving us tools to help us reach our goals.

John Ekdahl, Westfield

We're tickled with the results we see. It's changing the culture in our agency! Thanks, Michael!

Frank Duran, Alamosa, CO

So many great ideas – They make my hair hurt!

Steve Barrick, Hanover, PA



I wanted to tell you how much I have enjoyed each session and each month. You are a charismatic enthusiast and an incredibly encouraging speaker. Your charismatic delivery inspired me each month to back up and look at everything through the customer's eyes and re-think my position and responsibilities. This approach has not only helped me with my clients but it has also helped me in other important areas of my life. Your cross-selling strategies have been very valuable to me as well as the Roadblock suggestions. Once I was able to overcome the Roadblocks that once deterred me, I was able to turn these into Cross-sell opportunities with our clients. Thank you so much for taking the time to mentor so many of us. Thank you again for giving us tools to help us reach our goals.

John Ekdahl, Westfield

CE seminars are a cure for insomnia. IPS seminars pump me up!

Phil Christie, Mt. Kisco, NY

A high leverage two days as usual. Great to get away and focus ON the business. Thanks.

Jerry Hendrickson, Wyoming, MN

Next to licensing, Quantum Club is the smartest money I've invested in my business.

Kevin Foley, Freehold, NJ

Michael Jans has given us the tools and principals for High Impact Marketing to better our personal lines as well as our business. There are new tools continually being developed. We were privileged to partake in one of the newest, John Mason's Personal Lines Marathon Day. This was very unique in that we got the opportunity to see how these tools and principals are implemented into your agency. Great idea!

Mark Davidson, Lincoln, NE

Bill, your material is real world stuff. It doesn't depend on memorizing what to say and when to say it, and it doesn't play games with prospects. What it does do is create a playing field where I have an unfair advantage over my competition by being myself, being honest, and delivering real results. Results that matter to prospects in their hearts and minds. The process puts respect, discipline, and integrity back in the game where it's needed most and it's helping me to make a difference for my clients, and in my bottom line. Thank you!

Dan Goodrich, Newport News, VA

We have been improving our operations over the last 39 years. The Mason Agency Tour more than proved its value to us as we found more ways to further improve our operations. I would recommend this tour to anyone who wants to speed up their agency efficiency.

Don Brauel, Baltimore, MD



As a business owner, you tend to become isolated in your thinking and perspective. Quantum Club allows you to think beyond your small little world and opens up a whole new world.

Dave Rueck, Foosland, IL

Boot camp showed me what is possible and gave me the kick in the butt I needed to commit to making this my best year ever. Implement, Implement, Implement.

Chelsea Hotchkiss & Jessica Finch-Hochkiss  
Silver City, NM

I liked the synergy and the genuine kindness among the members.

Joe Hershey, Elizabethtown, PA

John, you have really put it all together at your agency. What an example to strive for and seeing is believing. Your entire staff was so professional and helpful in answering all my questions

Sean McCreary, Tracy, CA

Michael, I purchased a program from you High Impact in 1996 and started an agency in 1998. I recently sold it to a bank on a approximate \$4,000,000 package. Much of my success came from using your program. This occurred prior to attending your Boot Camp.

Penelope Clevenger, St. Peters, MO

Michael, thanks for another great boot camp. Every year you keep raising the bar and every year you exceed our expectations. I don't know how you'll make next year even better than this one, but I won't be surprised when it happens.

Gordon Coyle, New City, NY

It's my first Boot Camp and it really brought the whole process together. I got much more out of these three days than I would have gotten if I went to the mountains to study all the stuff on my own. The people are great. These are real genuine people who want to share their secrets to benefit me.

Kevin Allen, Tulsa, OK

Quantum Club has changed my business completely. I can see the growth every month in my commission checks and the quality of clients I am getting. This is without a doubt the best thing I have ever done in business.

Chet Cottom, Claremore, OK



Before the Total Financial Control Seminar our agency had no focus; now we have the material to turn things around.

Lee Hendrie, Garden Grove, CA

My second Boot Camp...even better than the first. The surprise guest was huge.

Kevin Foley, Freehold, NJ

It works! The tools, the networking and sharing have allowed me to take my agency to another level. I take more time off and make more money.

George Meschter, Collegeville, PA

Excellent program! I now feel I can go home and put my own plan in place.

Arif Rahim, Houston, TX

This was my 1st year of boot camp. I am not an agency principal but a person lines account manager. Sitting through all of this is helping me to help our principal implement everything we learned! Thank you!

William Loose, Langhorne, PA

Quantum Club has been the best thing for my agency. I felt lost and unable to focus on how to run my business until IPS. Quantum has put me on course and able to align my staff and my agency towards something great. It's an inspiration. Thank you.

Terry Quinn, Taunton, MA

Ok, maybe the 4th time is the charm. This is my 4th Boot Camp and I promise you won't recognize me or my agency next year. I am making myself accountable to the entire Quantum Club community. Thanks for the kick in the butt.

Rod Hall, Litchfield, IL

I am very impressed with this organization. Michael, you are a true marketing genius!

Mark Davidson, Lincoln, NE

This was very enjoyable and informational. My first session and there is so much to do. Thanks.

Craig Hummel, Oakland, IA

I know I can increase my commission income at least 25% over the next 12 months by following the programs and strategies presented here.

Randon Foley, San Diego, CA



As I flew from Pittsburgh to Binghamton and then drove to Hancock and looked around I thought Why am I going to this much trouble for a tour of a personal lines agency when we are 95% commercial? After seeing John's operation I would encourage any agency principal to make the trip and do the tour. If John can be successful operating from a rural area like Hancock we have no excuses – no offence John. Devote time to your systems and marketing and you can succeed also.

John Obrey, Derry, NH

You cannot benefit from IPS & QC without attending the New Member Orientation. The validation of ideas is priceless.

Sean McCreary, Tracy, CA

Thank you. You've given me a booster shot.

Dennis Zubler, Elizabethtown, PA

Great bootcamp! If you're serious about growing your business this is a must. Last year was our first, we grew 26% from many of the great ideas we learned & implemented. This year we are able to add pieces that were missing. What a great experience. I highly recommend it.

Diane Adams, Huntington Beach, CA

Boot Camp was outstanding in the marketing information we received. Even more important was the information I received by interacting with the other Quantum Club members.

Michelle Rhubright

Thank you for another great Boot Camp! The most valuable part of the conference for me was networking with so many positive, generous and enthusiastic insurance agents!

Matt Fox, Mesa, AZ

This program should come with a warning label: 'Caution: Great ideas are about to explode!'

Joanne Lemelin

Joining the Quantum Club has been an excellent experience and has helped our marketing efforts tremendously.

Michelle O'Connor, Charlotte, NC

Believe me, we'll be back. I'll bring some people with me because this vision has to be passed on. I'm looking forward to joining the Quantum Coaching Program.

Sue Ireland, Bellevue, WA



I started a community service project about one year ago called SAFETEEN and I hold a monthly workshop. The attendance has been less than spectacular up to date. Average attendance at each workshop has been about 4-8 folks. Success Story: I wrote a press release and sent it to all the local papers. We received reservations for 61 seats! I had 51 people attend the seminar with calls from 3 who reserved seats requesting to be put on the list for next month. I believe that the tools I have picked up from you guys/gals and IPS made all of this possible. I can hardly wait to tweak (read: rewrite) all of our outgoing letters to include headlines and the proper verbiage to make them sales letters because I know it will increase business.

Bruce Pfaff, Chicago, IL

I continue to be impressed with the excellent reinforcement tools that hammer home what they are learning in the CSR Mastery Program. GREAT JOB IPS!!!

Debbie Landis, Venice, FL

A must for the agency that wants to grow their personal lines book of business. Don't expect to make a lot of friends out of your competition. An operation that has been put together from start to finish, designed to slam the door on your competition!

Thomas Vocatura, Sudbury, MA

It was the greatest seminar I have attended in my 42 years as an agent.

Gina Ekstam, Davenport, IA

Thanks Michael! Quantum Club puts our agency a few notches ahead of our competitor.

Leo Lann, Charden, OH

Great workshop! The best how to information that I've seen in my 20+ years in the business!

Marvin Rees, Hanford, CA

This is my second Boot Camp. I appreciate all of the additional ideas that have been provided.

Bill Larson, La Salle, IL

Who needs a federal reserve printing press when you have IPS?!

Michelle O'Connor, Charlotte, NC

The RoadMAP is the best tool I've seen to keep a principal or producer focused on what's important.

Kevin Foley, Old Bridge, NJ



I love the visuals and sharing with other agents in class. I am excited and pumped to get started with my new ideas & set up some cycles.

Peter Plumb, Burlington, VT

I have been associated with several other 'agent marketing support' organizations and they have never offered the quality and depth of information and material. Definitely worth the time and effort!

Peter Fluetsch, Merced, CA

After I attended my first Boot Camp, I went back to the office, I mailed a postcard to a target market using what I learned – and made the quickest \$100,000.00 in new commission income I've ever seen. Then I did it again to another market and made \$50,000.00. Both of these markets were new to our agency.

Ralph Whitehurst Jr, Raleigh, NC

I've only been a QC member for a few weeks, but what I've learned so far has broken me out of my old way of thinking. I'm not going back!

Craig Hummel, Oakland, IA

I only wish that I had done this years ago. My mindset about this industry has been totally changed. Thank you Michael Jans.

Cary Duke, Flower Mound, TX

The new member review is a valuable tool in QC. As a 6-year member, I still learn stuff when I attend new member orientation. You can't afford not to come to these quarterly events.

Eric Glover, Eufaula, AL

Excellent program. The benefits of the program outweigh the cost and time out of the office!

John Swartz, Lyndhurst, OH

Getting together with high energy agents from around the country makes me more excited than ever about the business.

David Fanning

Please continue Love Fest in the Woods.  
Enough said. Thanks a million!

Jimmy Swain, Baxley, GA



I had been a member of QC for 5 months before attending boot camp. Boot camp is exactly what I needed to jump start the implementation phase of HIM. Thanks to everyone who participates.

Orlando Frasca, Castro Valley, CA

The Boot Camp was great. I look forward to making more money, having more time off and enhancing the quality of my life.

Phil Bartlett, Sealy, TX

Thank you for all the informative information. I am eager to get back to my agency and apply all the tools you have given me.

Robert Moses, Williamsville, NY

The day flew by – practical and useable ideas from Michael and fellow Quantum Club members made this time extremely valuable.

Lori Linville, Richmond, KY

If you're on the fence – get off! Jump into the pool! Don't judge first, just sit back and take in the genius that surrounds you. There is something here for every agency from one person operations to large, old agencies. Do it now!

Art Rhodes, LaGrande, OR

ZipDrip is great!

Bob Davies, Murray Hill, NJ

I'm not a new member but I really needed a kick in the rear on some of the concepts, such as time management. Thanks for providing that kick!

Anthony Kelley, Everson, WA

Keep bringing it – we want to grow our agency 12 more times in 2 years!

Steve Ratterman, Cleveland, TN

People who set goals know where they are going. When 2005 started out, we set our bar fairly high. With the help of IPS, we blew through the ceiling. Since we had the best year in the history of our agency, we decided to enter the 2005 Best Year Ever contest. Entry into the contest helped us realize just how far we had come. Our team was amazed at how much we had accomplished and now we all know there are absolutely NO barriers in our way anywhere in our future. We are UNSTOPPABLE!

Lisa Sherer, Auburn, CA



People who set goals know where they are going. When 2005 started out, we set our bar fairly high. With the help of IPS, we blew through the ceiling. Since we had the best year in the history of our agency, we decided to enter the 2005 Best Year Ever contest. Entry into the contest helped us realize just how far we had come. Our team was amazed at how much we had accomplished and now we all know there are absolutely NO barriers in our way anywhere in our future. We are UNSTOPPABLE!

Lisa Sherer, Audburn, CA

It was like having a private session with Michael. It was great. This was my 4th New Member Orientation and I keep getting great info, encouragement and reinforcement of this powerful information.

Mark Helfrich, Madison, WI

This seminar paid for itself in the first 20 minutes. I have learned more than I ever expected.

Shaun Irwin, Minneapolis, MN

Coming to orientations help me refocus my attention to my strategies (IPS strategies for more time off, more money, and more control).

Eldon Oldre, Minnetonka, MN

Just got my final numbers for 2000. My book of business is up 41% and my total personal book of business is now just under \$600,000 in combined P&C / Benefit commission. The business that has been sold but not booked in 2000 almost equals my sales targets for 2001 and it doesn't include referral business already in the pipeline!

J. Scott Lombard, Medway, MA

I have finally, thanks in a big part to last year's boot camp and the Quantum Club group, grown my book to where I am in need of my first CSR. I have doubled in the last 6 months what I did in my first year and a half. Thanks to the Quantum Club group! If this was an academy award speech I would have to say I thank Michael Jans and everybody in the group that I have borrowed ideas from. Enough said.

Matthew Kohl, San Diego, CA

John, thanks so much for revealing all the secrets and processes about your agency. It's no wonder you are so successful. My visit to your agency is probably the best thing I've ever done. I plan to implement several of your ideas and systems. Thanks for being so generous with your time and ideas.

Jackie Ralston, Belgrade, MT



Once again, you have promised and delivered even more! Time away from my office is well invested.

Craig Hummel, Oakland, IA

After Katrina other agents laughed when I said I was going to have my best year ever. After losing files due to the water damage, finding out our agency had no business income coverage, we were thin on staff, our communication consisted of 3 lines and sporadic cell phones, I was working off a spreadsheet, my backup was corrupt, the sales office is on a generator with no air conditioner & the main office was inaccessible in the New Orleans flood waters. With the help of Quantum Club & IPS I have rebuilt my company, I fully expect by the month after all of the policies are booked in the system that I will have exceeded my goal of \$670,000.00, as of Aug 9th we are at \$660,656.99. I still have 6 full time employees and one part time employee. A deeper look at the production report shows from Jan 2006 through July 2006 we wrote \$529,493.90 in new premium. At that pace by the end of the year we will have over \$900,000.00 in new business production. Over a 33% increase in the agency premium volume in 12 months time.

David Cook, Grayson, GA

Best thing I ever did for myself and my agency. Keep up the good work. Thank you.

Mike Stromsoe, Temecula, CA

Thanks again for another great New Member Orientation. This is my third New Member Orientation and every time I have come away with dozens of new ideas and insights. This should not be missed by anyone, new or current member.

Doug Mahany, Dunkirk, NY

Before Quantum Club as a new agent I was scared I wasted thousands of dollars on advertising and marketing that did not work. Now I have marketing skills & knowledge & I no longer waste money on wrong advertising.

Mike Stromsoe, Temecula, CA

Quantum Club is a great way to take your agency to the next level! I've had more fun the last three years in Quantum Club than the previous 30 years without it.

Patrick O'Neill, Wadsworth, OH

Don't miss the opportunity to take your agency to a new level of success. Spend two days at the next meeting and change your life – take control of your life. M. Jans can show you how!

Steve Mickle, Montevideo, MN



Entering the BYE contest for 2005 was a pivotal decision for myself both professionally and personally. It renewed my commitment to several aspects of my life! However the real insight from participating in the contest was the fact at year end when I began making my submission...I stopped...looked back... and really began peeling the onion layers back to see where I had been and how I had traveled along the way. This self evaluation brought out my strengths and weaknesses and showed me how certain QC tools I had used all year long had facilitated me, in my strengths, to new levels and heights in my life. Thanks QC Team for all you do!

Ted Hamm, Paso Robles, CA

Quantum Club has and will continue to be what I need to keep growing.

Bill Reynolds, Western Springs, IL

I've already received 4 ZipDrip responses, including one from the owner of our ISP company. Even he's amazed! He wants us to handle his home since we are so concerned about the safety of his family. My computer people sent me an email from some show they are at in Timbuktu. They want to know what this is all about. My head has that little buzz because I know the potential power of this system when we fully implement it. This is happening while we are sleeping. How easy can it be?

Jan Pinney, Roseville, CA

Boot Camp is a must for anyone wanting to be successful in the Insurance Industry

Phil Oliver, Visalia, CA

A hard market agency needs serious and special marketing tactics and the Chicago Boot Camp is the prescription for a successful agency in the future.

Albert Pappalardo, Jr, Mandeville, LA

My life and business changed dramatically for the better since joining IPS!

Lesa Williams, Newton, NC

I was hesitant to spend time to go to my first Boot Camp in October 1999. It took no time for me to decide to return to this, my second Boot Camp.

Bruce Strachan, Twinsburg, OH

Most likely, best academic/clinical hands-on program which can maximize success and efficiency of any type of business.

Kevin McGrath, South Dennis, MA



Michael the group and education, and ideas have given me new enthusiasm for my business. I can see immediate good happening in my business and life.

Bruce Strachan, Twinsburg, OH

Another great meeting! Your meetings do more for re-energizing me and helping me to refocus. Thanks!

Travis Anderson, Gilbert, AZ

The more that I learn about the member services available to Quantum Club members, the more I am convinced that membership is the best investment I can make in my agency and my life.

Dave Collins, Ludlow, MA

I gained immediately useable information. This will come into play as soon as I get back to the office.

Terry Young, Birmingham, AL

I feel so much relief from our discussion this morning...and the reason is that the Mad Dog Time Optimizer has literally given me hope that I will regain control of my time/life.

Mike Stromsoe, Temecula, CA

I am new to Quantum Club – only 2 months – and I have already put tools and processes in place that have changed the way I run the agency. I look forward to the financial rewards that I know will come and the improved quality of life by freeing up my time.

Jerry Hendrickson, Wyoming, MN

As a first time attendee, I was amazed at how your description of the typical agent (burnout, no time, etc.) fit me. I have a plan as to how to change that.

Robert Smith, Lees Summit, MO

At the end of a WOW Boot Camp I thought my head was too full of ideas to hold anything else, but the Domination Theory Marketing 2007 seminar was a great way to help me put it all together. I am ready to get back to the office and start dominating my markets.

Anonymous

IPS has revolutionized how I approach my agency. All of the tools are not in place but we are moving toward a quantum leap in how we do business.

Phil Bartlett, Sealy, TX



IPS and Quantum Club have been very helpful in changing the direction of my business.

Donna Lavigne, Cobleskill, NY

Great Boot Camp. Ideas to last a lifetime, yet implementable this year. This year has been my best year yet; next year even better. See you in 06.

Linda Knoll, Garden Grove, CA

Thanks for everything that you and your staff do for me and every other member of QC. You have helped all of us to reach goals we thought were impossible and then set even harder goals. I now take 14 weeks vacation, I'm building my dream home, have 34.8% agency growth, have a stronger client nurturing programs, new business marketing campaigns & in house mailing systems. Thanks again for showing me how to make the most of my life, grow my business, and work less in the process. You and your staff have been so helpful to my agency and me.

Steve Barrick, Hanover, PA

I think everything was great all of the tools to improve business etc... I think they will definitely help grow my business.

Randy Rekerdres, Dallas, TX

I do my bonus to one of my key employees that has been instrumental in my ability to sell rather than do paperwork and I compute the bonus quarterly so it would than eliminate the down months--however we have not had one of those down months in 18 months because of the Quantum Club--yeah! Yeah!! Yeah!!!

Claudia McClainEverett, WA

Agents willing to share their information & techniques with their peers. I found this the most amazing IPS.

Phil Bartlett, Sealy, TX

I've been in Quantum Club for 2 years now but have not hit a homerun yet like some members. But when I add up all the singles and doubles of the things I am doing, it amounts to a 33% increase in my business! Quantum Club is the only source an insurance agent needs to increase his or her business!

Ted Hamm, Paso Robles, CA

Stress, worries, long hours of work – GONE. More control, more time off, more money. Only possible through IPS – Quantum Club. I pity the fool who doesn't attend Boot Camp.

Geri Custer, Phoenix, AZ



The Quantum Club & IPS have changed my business and my way of doing business – I have grown 12% and I love it!

Terry Quinn, Tauton, MA

I came looking for help with my campaign planning and for the economic measurement of each. I was even speaking to my bookkeeper this morning about setting up an Excel spreadsheet for measurement. Now, I got both. I can go home now.

Jerry Kennedy, Colorado Springs, CO

Thanks, Michael, for putting together the John Mason Personal Lines Marathon. This was really eye opening. I really believe that implementing these tools give myself and others that attended an unfair advantage over the competition.

Robert Zabbia, Massapequa, NY

Boot Camp was a great experience. It enabled me to put the pieces together and look at the total program. Thanks for all the stuff you do to make it so meaningful.

Dennis Zubler, Elizabethtown, PA

I did get a lot of great ideas that normally another agent would not share. Also, got invited to join an accountability group that I believe will keep me on track for days and years to come.

Steve Lipstone, Cary, NC

Quantum Club is the best group to belong to. Our agency has grown by leaps & bounds. I am no longer an insurance service person, but a marketing machine!

Bill Gough, Florence, AL

Prior to coming to the conference I knew very little about what marketing really is. I feel like I have too many tools now. I now know and believe that I can be a master marketer.

Phyllis Ryser, Honey Grove, TX

We enjoy the true extra value of our Quantum Plus membership especially the Love Fest in the Woods, the huge discounts for the Summit and the tons of extra special attention!

Bill Gough, Florence, AL

ZipDrip – Cutting edge stuff!

Donna Lavigne, Cobleskill, NY



It was great to see the practical application of so many of the principle of the Quantum Club teachings. Seeing how John has taken these ideas and made his dreams come true is an inspiration you can only get from someone who's been there and done it!

Anonymous

We have definitely hit a plateau of progress. Michael Jans gives us the tools and motivation to jump start our agency into high ground. Next January we will give my testimonial with our success story all attributed to Michael Jans and the Quantum Club. P.S. Thank you for your and everyone in Quantum Club's support!

Jerry Hendrickson, Wyoming, MN

I know with these ideas and Quantum Club my business and life is changing all for the better – much needed and I thank you from the bottom of my heart.

Tom Larsen, West Seneca, NY

Let's face it – there's only one place to go if you're a P&C agent who wants everything you can get from your business... Insurance Profit Systems.

Mark Davidson, Canning Vale, West Australia

Michael, I could not believe it last week when the CSR we signed up said to me that she saw how much she can improve just how she answers the phone! (use their name, focus on them, they're not an interruption; it may be the only time they call you THIS YEAR-make it a GOOD EXPERIENCE!). We had a long talk about THAT first, and then we went into some of the opportunities for cross selling. I couldn't believe that she actually focused on the protection aspect that she owes her clients — it's no longer selling in her eyes — she's protecting them! Incredible! The word options list that you gave them was brilliant. Such a simple thing, but I think it broke down a barrier. She definitely understands much better why it's important not only to sound insurancy but just by changing A WORD, she no longer views it as selling! FANTASTIC JOB MICHAEL!!!

Ruth Granger, Ticonderoga, NY

The club keeps you focused on where you are now and where you want to be in the future. It gives you a plan to follow and if this is done, everything else will fall into place.

Sean McCreary, Tracy, CA



I came down very skeptical. I don't buy into anything. I almost asked for my money back at noon. Then the light went off. I can't begin to explain the impact...the messages are incredible. We are horrible marketers. We don't market period, but I'm very excited. I can't wait to get to work on Monday and I'm sure my wife will be happy. Thank you.

Jimmy Swain, Basley, GA

QC helps me keep focused on the big picture – marketing, management to grow the agency. Four years ago I started from scratch – literally dialing for dollars and walking from biz to biz. I knew this was not the way to grow it. Finding QC has started me on a much better path to success and I no longer make outbound sales calls (cold calls) and stopped walking door to door!! It's growing and I'm making money thanks to QC.

Michael McCormick, Monmouth Junction, NJ

Boot Camp was GREAT! Loved it. There was so much information we can take home and use in our own agency! Can't wait to get home and start working on what I learned.

Tony Temesvary, Lombard, IL

This was the single most powerful event I've ever attended for real-world tactics that can be instantly implemented. One idea could easily return the cost of Boot Camp ten-fold.

Deirdre Fisher, Noblesville, IN

Boot Camp format is over the top with excellent marketing information. Includes days full of motivated speakers with proven sales records. Also easy and proven sales copy to steal and put into immediate use by members.

Scott Henderson, Long Beach, CA

I love the Quantum Plus membership because of the lower prices for events, Love Fest, access to brown bag lunches, additional content and more and more. It's worth every penny to help me push to the next level. It is changing my life. Thank you so much.

Steve Barrick, Hanover, PA

Thank you, Michael. Gross income for year 2000 was up 30%. The value of Quantum Club is priceless.

Lee Hendrie, Garden Grove, CA

I joined Quantum Club 6 months ago and my production has doubled.

Anthony Kelley, Everson, WA



I joined Quantum Club 6 months ago and my production has doubled.

Anthony Kelley, Everson, WA

As a captive agent, the QC has filled the marketing 'void' I was in.

Joe Hagan, Jr., Birdsboro, PA

Invaluable information, techniques and media to take your business to the next level. Taught by people who are actually involved in the industry and who are achieving astounding things with the tools that Michael Jans has developed.

Jackie Ralston, Belgrade, MT

Great session. I am sure that I have 3-4 very valuable insights.

Rick Biederman, W. Des Moines, IA

Tasty hamburgers of wisdom for the starving insurance crowd.

Chelsea Hotchkiss & Jessica Finch-Hochkiss, Silver City, NM

Michael Hi, this is Dennis Pfauth down in Longmont, CO. Just wanted to let you know the CSR Mastery program has really started to take off, I've got two employees involved in it and the thing that's really starting to click for them is we're starting to write. We're really starting to put an emphasis on the Life Insurance side of this thing. Since we've started we've written 3 life apps and they've all been issued; we've got two more in the works. All of this is coming directly off of your programs. I appreciate it Michael, keep up the good work. I don't know what else to say. Thank you very much.

Tom Van Auker, Wadsworth, OH

These new tools should add significant dollars to our bottom line. Great job, and thanks.

John Swartz, Lyndhurst, OH

This could turn out to be the most profitable two days all year; ideas and a plan to put it to work.

Pat Alexander, San Francisco, CA

There is absolutely no way a price can be put on the total LIFETIME value the Boot Camp experience brings. This event makes us even more unstoppable.

Stan Dreckman, Long Beach, CA



Outstanding; A-Z on how to do it. All we have to do now is study and execute.

Carole Massey, Victorville, CA

Can you imagine a contractor with no tools? If you're an agent and you've not been to Boot Camp you're like a contractor with no tools. Boot Camp is Home Depot for agents.

Geri Custer, Phoenix, AZ

I have been to Jay Abraham. I've heard Dan Kennedy. I've got some of his stuff, Gary Halbert, Jeff Paul and some others, but I never got it. I was never able to apply that stuff to the insurance business. This has been transformational for me! I wrote down on the top of my notes here, make money, have fun. Is that your motto, Michael?

Kevin McGrath, South Dennis, MA

The QC members are the most generous group of networkers around. Anytime you have a chance to communicate with them, you should!

Joe Hagan, Jr., Birdsboro, PA

Thanks for highlighting the major aspects of my agency that need fixing and a road map to get them fixed.

Don Grauel, Baltimore, MD

I know that I am not the sharpest knife in the drawer, but I do know enough to listen to leaders in this industry and I ever glad that I did! I applied just some of the ideas from the Quantum Club regarding marketing and I thought you would like to know some of the results. We just finished the year with our total policy count up 32%! But what is really exciting is new applications policy count is up 46% representing an incredible 256% increase in premiums!!!! JUST UNBELIEVABLE. I just can't wait to take action on some of the other ideas. A BIG THANK YOU!!!!

Dan Warnock, Everett, WA

Even after two years in Quantum Club, we continue to improve our agency and gain new, valuable techniques that accelerate our agency to the next level.

Jim Burton, Ukiah, CA

I've been to 3 Boot Camps and the experience there enabled me to put the IPS tools in a very effective order and made it easy for me to use.

Brian Rasmus, Ephrata, PA

This was life agency changing! Not just the energy, not just being able to hang out with the best, but the reality or how to transform our agency in to a marketing machine.

Dan Goodrich, Newport News, VA



I started my own agency in 1995. I was in my twenties, had no experience in agency ownership, never wrote a personal lines policy, never took a claim, never managed people and had NO MONEY. What I did have was a DREAM, a supportive spouse, and an I can do it attitude. That's it. In 2004 I was told about IPS & entered Michael Jans into my life. Suddenly I was introduced to a way of thinking so outside the box it breathed air into me and my company like a warm breeze. My life changed so much this year it is hard to describe its depth when I whole heartedly changed my focus from selling policies and doing everything to the ON MY BUSINESS activities. I made my LAST PAYMENT on my agency of over \$5000 per month. I actually paid my debt off one year early and this alone is worth doing cart wheels down the street. I truly feel that my membership with QC allowed the early payoff and has given me direction like never before. At the end of 2005, our gross revenues were up to 13%-but, listen to this-with my new found Quantum Club secrets to MORE CONTROL, MORE TIME OFF & MORE MONEY, my bottom line or Profits were up 132% from the prior year!

Travis Anderson, Gilbert, AZ

We just finished our referral program for 2001. We started the program with an introduction in our late Mar early Apr newsletter with an insert. We really only have about 7 months in the referral program. Our stats look like this. Bottom line: 7 to 1 return on investment!

Jeff Lewis, Fort Wayne, IN

I have been in the business for 25 years and have never experienced anything like Quantum Club and their unique and exceptional approach to expand marketing.

Keith Potts, Lubbock, TX

Any Q Club member not attending the New Member Orientation each year is missing out on ways to change their success. Even Tiger Woods gets to the practice range every day.

Dennis Pfauth, Longmont, CO

Wonderful session. Time well invested. I see many more Lifetime Days in my near future. The networking opportunities are second to none.

Lori Augustyniak, Bradentown, FL

I didn't realize the session would be so much about myself and what direction I wanted to go but as the session continued I realized that I would be coming home with more than a bunch of materials. Now I have the tools and the focus/plan to go along with it.

Mike Poggi, Grand Rapids, MI

Each and every year gets better and better. Well worth the money! Thanks Michael.

Mike Long, Middletown, OH



Once again I learned new things that will help me make money and get more control of my time. Thanks for what you do!

Ben Donne, Joliet, IL

Surprise, surprise. More new info in this Boot Camp than I expected.

George Biron, Drummondville, QB, Canada

I have two licensed staff participating in the CSR Mastery program. Today I was pleasantly surprised as we held our weekly discussion on how we're doing creating a sales and marketing mindset in my agency. Tina Edwards shared a testimony of stepping out and asking for a referral from a customer who she was not able to close. As she shared how she stepped out and did something that felt very awkward for her, she repeatedly discussed principles she is learning through the CSR Mastery training. She is now thinking about what to say and how to say it... repetition breeds change! We're some 8 months from finishing up the first year. I encourage all of you to carefully consider this excellent training when MJ recruits for the next class. It's the best \$200 per month I have invested since I opened my agency 15 months ago.

Carole Coblentz, New Madison, OH

Great stuff!

Ted Hamm, Paso Robles, CA

Love the Boot Camp. Great things happen when great minds get together.

Lesa Williams, Newton, NC

Excellent occasion to get out of the box and analyze with experts what is and what should be going on in this box. World class agency marketing and management.

Chet Cotton, Claremore, OK

One of the many great aspects of Quantum Club is the generous sharing of ideas between members.

Mark Helfrich, Madison, WI

As always Michael, this is an incredible course. So much to learn and so much to put in place. I am going to implement it Monday to start making my business run better.

Pat Custenborder, Versailles, OH

I now have the tools to not only increase my income but to also improve my life.

Randy Weaver, Peachtree City, GA



This was my first session and I really enjoyed it. It was everything I'd been led to believe.

Kevin Foley, Old Bridge, NJ

We sent out our first newsletter ever two months ago to about 600 clients. We sent out the standard NSACE newsletter with the personal lines bounceback. It cost us about \$550 through Westpress. We have had nothing but compliments on the newsletter from numerous A level clients. In addition, the newsletter more than paid for itself within the first week after delivery (I attribute this to the bounce back). We wrote an umbrella policy, an annuity, a life policy and probably a few more that I'm missing because of the newsletter. Our clients brought it in and asked about our other products. I include my picture on the newsletter and this month's we are giving one of our commercial clients the opportunity to write an informative and promotional piece on their business that we include in the left-hand column. The NSACE newsletter with bounceback has been the best thing we've implemented to date about return and client feedback.

Rebecca France, Cobleskill, NY

Thanks, John, for sharing your successes and, better yet, how to set up systems to achieve success. Following John's systems will forever change your life.

Christopher Sumnar, Hillsdale, MI

At the end of the conference it was truly an amazing sight! None of the assembled brokers and agents from all over North America would leave the room. It was because every time you spoke, you kept giving us priceless gems of information on how to make big commissions – FAST.

Ron Brown, Arlington, TX

Thanks, Michael, for the opportunity to pick the brains of the most talented, savvy marketers in the nation!

Byron Yankou, Toronto, ON, Canada

We send commercial prospects a marketing letter with your Million Dollar Bill enclosed and my response has gone up to 7%. The best part is when I visit the prospect I always see the Million Dollar Bill somewhere on the client's desk. What a great ice breaker! Send me more!!

Donna Lavigne

The positives of your program are much easier to find than the negatives. Even the negatives are good. A negative would be how much this points out what bad habits I have and how hard they are to break.

Dennis Hamsher, York, PA



You are not alone! Quantum Club supports you in your business operation, your marketing, your life. You are not alone if you join Quantum Club!

Mark Reid, Whitehouse, TN

Thanks, Michael, for a money-making Boot Camp. Best use of my time was at Boot Camp – NOT in the agency. Better to work on my business than in it.

Jim Rosser, Estacada, OR

CSR Mastery: Let me just say a little about this program. When I decided to put my commercial CSR into this program we have just re-launched the auto dealer's campaign. She was getting about 90 calls for quotes each month and as I listened to her work I began to feel that she was more interested in getting them off the phone than in closing a sale. 2 months into the program and she is a changed person. She understands clearly what I want from her and she is working so hard to close sales and pick up cross sales. And she is pushing our referral program hard with all new clients. The change is so revolutionary it is shocking. I think a big part of the success is due to the fact that she knows I believe in her enough to invest this money in her progress each month. The very existence of this program is a powerful motivator. The meat of the program is just gravy on top. Thanks Quantum Club.

Tony Giaccone, Huntington, NY

Michael, as always, even though I am no longer a new member, the new member day is invaluable.

Diane Falligant, Kannapolis, NC

I have spoken with my office manager each day during the conference. We are vesting next week to begin the implement the things I learned during boot camp this next year will be our most successful. Thanks to Michael & Quantum Club.

Wake Clinard, Winston-Salem, NC

Outstanding.... again! How you make each Boot Camp better than the last is unbelievable. My personal, professional and financial life just keeps getting better and better.

Dennis W. Klemmer, Bonney Lake, WA

We just completed our comparison of production for 2000 vs. 1999. We were up 65% for the year in P&C but flat in Life (which is why Life's been my focus lately). Overall (Life and P&C) our revenue per employee ended up at \$116,335.09.

John Mason, Hancock, NY

I'm re-charged and ready to catapult all the way to the bank. Thanks Michael – Let's make big money in 2004!

David Collins, Longmeadow, MA



Quantum Club has provided me with the tools necessary to help me focus on those things that are really important to both my business & personal life. Thanks, Michael.

Jan Pinney, Roseville, CA

Michael, the group and all the ideas have given me new enthusiasm for a business.

John Gorczyca, Hollidaysburg, PA

Quantum Club participation keeps me focused and goal-oriented. I especially like the email group.

Gary Robinette, Algonquin, IL

This was my first Quantum Club meeting. I found the information to be extremely valuable!

Vince Prestileo, S. Windsor, CT

I had been working IN the insurance industry for 12 years without a formal marketing plan until I teamed up with Michael Jans. Now I have a mentor who is continually helping me develop new strategies to work ON our business which will allow the agency and my family a Total Zone of Confidence. This Boot Camp confirms first hand the amazing secrets of High Impact Marketing™.

Bill Fassnacht, Hershey, PA

I enjoyed my first Boot Camp very much. It was great to interact with others in the same spot.

Steve Barrick, Hanover, PA

My first month as a captive agent with allstate in 2001 my premium was \$2350. My first month as an independent before boot camp August 2006 using Michaels techniques my premium was \$22,515. I can hardly wait to get back after boot camp. It has give me & my staff a new lease on life & we are all QC pumped & full of confidence. I cannot afford NOT to go.

Mike Stromsoe, Temecula, CA

Fabulous, Baby!

John Pena, Federal Way, WA

My operations supervisor immediately put the CSR Plan into work by offering a free lunch today to the person that Just Asked for the most referrals yesterday. That got them thinking and Just Asking and putting the lesson into motion immediately. She's also implemented a Earn Casual Friday contest each week where the staff earn the casual dress day using techniques learned from the CSR Mastery course. It works!! Last week it was selling at least 1 mechanical breakdown policy in the office. The weekly contest ideas are many, and putting the skills to work are invaluable.

Carole Massey, Ontario, CA



As a direct result of the QC email group, I wrote my largest account ever! Probably over \$200K in premium when it's all said and done.

Gerald Reed, La Habra, CA

I have been in the Quantum Club less than 2 years and it has transformed the way I run my business. The effect has been totally amazing! Keep up the exceptional work!

Mike Stromsoe, Temecula, CA

Every time I come to one of your sessions I get something new. It's great.

Corey Maxwell, Birmingham, AL

It is such a wonderful thing when an idea pops into your head and you can just get everything you need with one email. Quantum Club is without a doubt the one monthly expenditure that is actually a pleasure to pay. Thank you all again.

Rich Storelee, Fremont, CA

I can't imagine a day in the industry without IPS! It's scary to think what I'd be doing tomorrow if I didn't know Michael Jans.

Vince Prestileo, South Windsor, CT

If you are interesting in dramatically increasing your income and dominating your marketplace, then Quantum Club is the only vehicle, in my opinion, which will get you there.

John Obrey, Derry, NH

I have met many outstanding business people. The ideas are many and varied. My income is up and I look forward to accelerated growth in the future thanks to the ideas brought forth by Quantum Club.

Dwayne Vanderhout, Burlington, ON

Great information. I expect to reap the rewards for years.

Bill Larson, La Salle, IL

I've 141 people that pay me one hundred thousand dollars a year. I've got to go and get back to work on those people. I came out of here with that and I did the numbers on it and I've got to go home. I've got money waiting.

Kent Orrell, Bossier City, LA

Where would my company be without Quantum Club? I don't know but with it we will do \$5 million after only 3 years in business.

Charlotte S. Hicks, Wilmington, NC



If you haven't signed any of your CSR's up for this you are missing a golden opportunity to enhance your business. I just had an hour-long meeting with my gal in the program and she came up with several ideas that will save us over \$25,000 a year. Every month she takes something from the calls and applies it. Although I get a lot of grief about being the hatchet woman... it's key to have a strong team around you. This is the easiest and least expensive way to accomplish that.

Ronnie Clark, Tucson, AZ

Always energizes me and I always pay for Boot Camp with one idea.

Judy Jespersen

John was incredibly open, honest, and generous in sharing his entire agency operation with the class. I learned many valuable ideas and techniques that I will implement in our agency.

Tammy Lesueur, La Pine, OR

Michael, you and your whole staff put on a wonderful event. I've enjoyed everyone I met.

Orlando Frasca, Castro Valley, CA

After 8 years of attending Boot Camp, I can honestly say I am once again going home with a wealth of information. The new marketing strategies will easily add \$1,200,000 to my bottom line...

Frank Desino, Rochester, NY

If you want to be current on trends in the insurance industry, this podcast is a great place to start. I write down 2-3 ideas from each one. They're about 1 hour long so they can be listened to at the gym, on a ride, or in the car. Without a doubt, the information and knowledge gained by listening to these podcasts has elevated and expedited my success.

Mark Cocco, Plymouth Meeting, PA

Michael Jans is the second coolest person I know. When I get back to the office, he will be the second most important figure of success, next to me. With Quantum's help, I will be in the Top Ten within a year or two.

Tom Larsen, Depew, NY

It does keep getting better and better. You and the Quantum Club have helped me create a brand new agency grow to \$1,400,000 in 18 months. I cannot thank you enough!

Josh Fyhrie

John, thanks for sharing the details of your agency. It was fabulous! I am going to implement several of your ideas.

Scott Harrah, Mercerville, NJ



Seeing John's marketing program in operation was a real eye-opener – YOU CAN DO IT – in your office, every day, with minimum effort and time. Just a little planning and a lot of stealing from John and the other Quantum Club members!

Derrek Best, Windsor, CO

This is one of the best things I've ever done.

Jackie Ralston, Belgrade, MT

Michael, each year, each Boot Camp, you outdo the last! Don't stop. Because of IPS, you and the group, I am more successful than I would have imagined – in business, but you have also enriched my life!

Karen Slaugh, Grand Junction, CO

Your podcast is the best insurance Agency marketing podcast I've heard. I've already rated you five stars on iTunes.

Stan Eden, Ft. Smith, AR

This was, by far, the best seminar I have ever attended. I think what helped make it so special was meeting the folks that I have the opportunity to share ideas with on a daily basis.

Jared H. Morgan

We have been trying for five years to figure out a different way to write more insurance easier, faster, etc. We firmly believe that we have found the key through IPS.

Tim King, Nashville, TN

I've had much success with ART, the Million Dollar bills, various Direct Mail campaigns, the use of testimonials, and the many Free Reports, etc. Most importantly, I find that the other members of Quantum Club are always helpful to assist in any way. On many occasions I have picked up the phone and called a fellow member only to be blown away with their willingness to share information and help me succeed.

Donna Lavigne, Cobleskill, NY

You're going to make some money. You're going to enjoy some business and you will have some time with your family. That's the main thing.

Phil Oliver, Visalia, CA

More time-More money-more control. All three are important, but I'm especially excited about the tools and ideas I've learned from QC to get a better hand on my business and my life.

Dave Jansen, Grayling, MI



As a 30+ year veteran of this business, I have picked up a truck load of knowledge over the years about insurance, insurance companies and how to manage an insurance agency. The missing ingredient to moving our agency to the next level was a good marketing plan. We joined IPS to gain access to the number one marketing mind in the P&C business, Michael Jans. Shortly after joining I attended the Baltimore new members meeting and met Michael's army of raving fans who call themselves 'marketing maniacs.' Participating in the daily email chat group with other Quantum Club members has been well worth the price of admission. Discussions range from where is the market for widget manufacturers to critiques of your latest marketing piece. While I haven't graduated to the 'maniac' level yet, my membership has helped me to shift my paradigm from thinking of us as a 'service' organization to a sales and marketing organization. The 'next level' is now on the radar screen!

Cary Duke, Flower Mound, TX

I've needed a mentoring group for a long time. This is the best I've come across.

Rod Vaughn, Tallahassee, FL

My CSR also sent me an email thanking me for signing her up too. I am more excited than she is for her. Thank you Michael for coming up with all these programs.

Jerry Brewton, Goshen, IN

We've been steadily adding \$250,000.00 in new premium every month, thanks to Michael's HIGH IMPACT MARKETING.

Brian Cameron, Nanuet, NY

IPS is the ONLY organization in the industry that truly helps its members and is geared towards the members self interest.

Tom Svrcek, Monongahelan, PA

I learned several things that will increase my income and agency processes.

Orlando Frasca, Castro Valley, CA

From time to time my marketing fire needs to be relit. Thanks, Michael, for being the torch.

Brad Anderson, Cedar City, UT

I want to say that yesterday's CSR Mastery call was excellent. The people that listened were talking this morning about what they need to improve on and what they plan to do differently. Now all they need to do is implement. I will be following up to ask about their progress and results. Thanks for a great program to help our agency grow!!

Ted Hamm, Paso Robles, CA



I am a CSR for Ron Brown at Anchor Insurance Agency. With him bringing me here, I am able to see why he has the staff doing the tasks they are doing and what our potential is. I can now go back and share my experience of Boot Camp. It was great and very beneficial.

Dennis Zubler, Elizabethtown, PA

Michael, this was the most rewarding bootcamp of the 3 I have attended. Straight forward and ready to use. Thanks for stretching us!

Gregg Germanos, Schaumburg, IL

The Quantum Club Coaching Program enabled me to increase my profitability by 27% last year.

Darrel Taylor, Burbank, CA

The Quantum Club is the 'perfect club' for anyone in the business – marketing tools, agency management tools, lifestyle tools, and hundreds of agents nationwide willing to help and share knowledge.

Orlando Frasca, Castro Valley, CA

I always leave the QC meetings with more ideas than I can implement. Thanks for turning on the lights.

John Baccarella, Riverside, CA

Quantum Club and IPS have enlightened our agency on management and marketing techniques... no one else offers this insight.

Victoria Morris, Arlington, TX

In March of 2003, I was a mess. Working too many hours, frustrated with how things were going and in general burned out. I went to boot camp in 2003 and met a great group of guys and gals. The sessions left me numb from all the information being passed out. The thing that stood out in my mind was the rule of 46. Delegating to reduce your hours. My hours had been cut back to around 30 hours a week from the 60 in 2002 before Quantum Club & was a firm believer to take Wednesdays off to play golf & do some personal business. I haven't felt this comfortable in the insurance business ever. I owe that all to what I have learned through IPS and Quantum Club. I have an idea where I will be at the end of 2007 and the picture is much nicer than it is now.

Chip Hann, Ellicott City, MD

Michael, a quality product. What I have learned through Quantum Club in the first night of our meeting paid for the airline and hotel ticket.

Mark Reid, Whitehouse, TN

If you want organic growth put Michael Jans on your team. I did and I never looked back!

Tammy Lesueur, La Pine, OR



After Phoenix, I signed up for ART to do voice broadcasting. (Even though it has other options for soft-selling, this was the main reason I wanted it.) I have done 2 broadcasts so far, here are some results: Broadcast 1: directing people to the special offer in our newsletter. ART increased response 3x more than before. (Maybe clients didn't understand they needed to fax or mail the bounceback?) Broadcast 2: called all of our commercial clients offering their employees a 'special, exclusive' on their personal lines – 22 new deals in 1 week since that broadcast....

Sean McCreary, Tracy, CA

Excellent content and you continue to get more out of agents and help them realize their dreams.

Diane Falligant, Kannapolis, NC

Once again, bootcamp was bigger & better. I received enough energy & ideas to carry me through the year marketing our agency. Thanks for the quality experience.

Shaun Irwin, Minneapolis, MN

Once again you have provided me with fresh, concise material that will help me to make this year and several years to come profitable and allow me more control and more time off.

Jerry Molfetas, St. Petersburg, FL

Belonging to Quantum Club will change your life forever. You must join!! It will take your business places you've never imagined!! Join, work the program and watch the members soar!

Joe Weinman, Indianola, IA

For agents who want to still be in the business in 10 years, join the Quantum Club. If you want to be out of the business, don't join.

Catherine Valerio, Erie, PA

Thank you for giving me the big picture on how to look at this business.

Tammy Lesueur, La Pine, OR

Michael, this is my third new member orientation in 12 months. I gained several great ideas today to help make this year absolutely my best year ever!

Rich Hauswirth, Forked River, NJ

It is one thing to hear about John's agency while seated in a hotel conference room. But you must see it to get the full picture. Amazing! Truly an insurance factory. If you can't make the trip buy the tape. You will still learn all the principles to catapult your agency production!

Terry Young, Birmingham, AL



You have given me the tools to work on my business and making it fun to be in the business and get to know my family again.

Phyllis Ryser, Honey Grove, TX

I'm now inspired and looking forward rather than back.

John Mason, Hancock, NY

Michael, it is 4:15 in the morning and I just got home from Boot Camp. After 8 hours of delayed flights and driving home from the airport I am physically exhausted but I am still so mentally pumped up to work harder than I have ever worked before. This year's Boot Camp helped crystallize what I need to do with my Agency's marketing and what I need to focus on to get it done. I can't wait to get up and get started. Thank you and God bless.

Kevin Allen, Tulsa, OK

This was a very eye-opening experience. I can't wait to tackle work on Monday. I don't think my brain can hold any more ideas. Thanks!

Peter Tapley, Jarrettsville, MD

I always come away with new ideas about marketing and managing my agency. Powerful stuff!

Mary Hamsher, York, PA

Found a new way to mail postcards cheap and easy; found a way to kick start my ZipDrip accounts; found a new way to get staff involved. Helped someone with a staff training problem; helped someone with a cluster problem, helped direct someone to the Q-Nav to a library piece. Connected with three newbies and answered all their questions – Great time!

Mark Goodwin, Marion, OH

Insurance Profit Systems is a must for any agent who wants to survive the market we are facing.

Mark Helfrich, Madison, WI

Quantum Club has provided my agency with at least one new marketing program each year for the past three years. The result – I now spend four months each winter in Florida while the commission dollars pour in from those marketing programs. Cairnes-Tapley is on auto pilot. Thanks, Michael!

Pat Alexander, San Francisco, CA

Thanks for opening my eyes to a new method of marketing.

Bradley Stone, Greenwood Village, CO



The best way to grow your business – the Quantum Club.

Mark Helfrich, Middleton, WI

Since Sept 1 2001 we have written \$77000 new Business, that's a 50% increase in our personal lines book. 60% came from the cards, 23% from Yellow Pages and 17% from referrals from those new customers –Unbelievable! In two weeks we are doing a run of 10000 post it notes using the card as the ad on the Wisconsin State Journal. I can't wait to see what the competition has to say about that. I expect they'll be tearing their hair out asking, 'Why didn't I do this?' Feel free to use this as a marketing testimonial. I'm sold on this stuff and I spread the gospel according to St Mike whenever I can.

Michael McCormick, Monmouth Junction, NJ

This should save me 2 months in laying out our 2005 marketing plans/campaigns. As usual, you delivered more than expected.

Mike McCaughan, Kent, WA

Anyone, and I mean anyone who sells commercial lines coverage, would benefit immensely from your Producer Coaching Program. It doesn't matter how many years one has been a commercial lines producer, Bill will show you how to add \$100,000 in commission to any producers book of business in no time.

Terry Quinn, Taunton, MA

Michael – you put on a show that put my mind back on track/ allowed me to refocus. I have tremendous goals and am driven for success. This closed door session opened new doors for a wildly successful Best Year Ever!

Shaun Irwin, Minneapolis, MN

Michael...2002 was another breakthrough year. But the best part was I took time off every single month, tripled my personal income and had an 11+ to start 2003. Because of our association with Q Club, our agency machine is even more unstoppable!

Mick Cottom, Claremore, OK

Michael, the Top Ten finalists wasn't good, it was emotional.

Geri Custer, Phoenix, AZ

Again, you've Wowed me – I'm re-focused, re-energized & rarin' to go – and it's with specific and attainable goals and direction! Beyond worthwhile! P.S. Thanks to Quantum Club I've increased my agency revenue over 50% in 2003! Retention with Hartford is 98% – I must've learned something, huh?

Mike Stromsoe, Temecula, CA



This was by far the best Boot Camp ever! Best information, best speakers, best insights and the most valuable time I have ever spent. You keep raising the bar and then you exceed it!

Byron Yankou, Toronto, ON, Canada

Our agency in generations older were getting tired. QC gave us the tools & revived the agency.

Dennis Hamsher, York, PA

Before QC I could not bring the IPS teachings together into a workable plan. Since joining QC, I have been able to put together some workable plans and get them implemented on Auto Pilot.

Bradley Stone, Denver, CO

I already had an effective insurance marketing website but IPS launched me into the stratosphere with their simple, but innovative strategies. They constantly provide new ideas and the means to easily implement them on a monthly basis. Our marketing is not the only thing that has improved. The website has greatly reduced our CSR's workload while allowing us to provide instant service to our clients.

David Slaton, Downey, CA

Terrific value. An investment we expect returns on for years to come! Looking forward to the next gathering.

John Rodgers, West Middlesex, PA

Each year you continue to amaze me. This year was by far the best boot camp yet. If I don't double my bottom line this year, I'm not trying.

Geri Custer, Phoenix, AZ

John, I loved the Insurance Factory! Your staff works so well together. The peaceful feeling in the office hides the volume of what you have created. I'm sure all the Quantum Club members and myself thank you for sharing with us the amazing process you have of selling insurance. Thank you for letting me learn and letting me follow your directions.

Bruce Strachan, Twinsburg, OH

My involvement in QC not only has given me the highest quality, hands-on, real-life tools to use in my insurance agency, but it has given me the excitement, motivation and accountability to put these tools to proper use. Thank you, Michael.

Jack Castle, Redwood City, CA

Michael – thanks for putting this weekend together. I've been overwhelmed for 6 months. It wasn't until this event that I received a kick in the ass and I now have a well defined plan!

Bill Macke, Nashville, TN



Just did April EOM, biggest month EVER! Our gross was up 34% compared to the same month last year and our net profit is up 77% compared to the same month last year!

John Sadler, Toronto, Columbia, SC

Quantum Club has helped clear the focus for the agency and make more money by attracting new customers and nurturing existing customers.

Linda Hann, Ellicott City, MD

Exciting presentations with only business ideas, not insurance. We will be the GEICO of independent agencies!

Mike Stromsoe, Temecula, CA

I'll keep it brief. Flight: \$349, Tuition to boot camp: \$795, Hotel: \$341, Food and Beer: \$262. Michael Jans and IPS, priceless.

Jay Lemelin, Wyomissing, PA

Quantum Club is like going to battle everyday with a loaded arsenal in your pack and an army at your side.

Glenn Vincent, Dayton Beach, FL

You have taken away the confusion and uncertainty with direction and purpose. Thanks for the rebirth and vision! I have a new fire & passion for my business & life. You have changed my life again. Thanks to your staff for supporting your efforts. Thanks to your family for sharing their time with you. And of course thanks to you for your direction, ideas, support and most of all your friendship.

Sean McCreary, Tracy, CA

Michael, these babies work. Thank you!

Scott Harrah, Mercerville, NJ

Attending the Quantum Club session was an eye opener. It has made me buy into the business!

Paul Schwend, Callahan, FL

Michael, the 'new' material presented has opened my eyes to a side of marketing I truly didn't know about but needed so desperately!

Dennis Hamsher, York, PA

Great session. I always leave charged up and ready to implement. Even though I have had some success I always feel like I got 10 more ideas.

Mark Kinsey, Doylestown, PA

Quantum Club has not only helped me in reaching my business goals, but has made my personal life more manageable. Thanks Michael!

John Obrey, Derry, NH



We sent the cross-sell sneaker postcard out last week. This list was approximately 500 folks. WOW!! We logged over 169 calls, got 70 corss-sell opportunities thus far. They want quotes, that number is probably closer to 100 at the end of today.

Pearl Losoya, Castro Valley, CA

I don't have a P&C agency yet, but I wanted to get started right. The people who make up QC I found to be some of the most generous, knowledgeable and encouraging – they gave excellent advice for the novice..

Tammy Lesueur, LaPine, OR

Quantum Club has opened the eyes of our entire agency. Our operation is greatly improved with clear focus on the customer. Our profitability is dramatically better.

Keith Gossweiler, Spyville, NY

This trip south of the border was money well spent! Great insight, information loaded, thank you for sharing!

Kevin Akulin, Quakertown, PA

Another great day of working on the business. Advanced Boot Camp tightened up all the loose ends of how to be a good marketer. I would highly recommend every agency owner attend.

James Chmiel, Kitchener, ON, Canada

Quantum Club is an essential tool in my agency. Quantum Club has so much to choose from – something for everyone. If you're not a Quantum Clubber you are handicapping yourself for life. Quantum Club has changed my agency, my life and my lifestyle – thanks a million!

Glenn Vincent, Daytona Beach, FL

Michael, this weekend has profound effects on me at many levels. I received a serious 'kick' in the ass from the program, speakers and the networking. Thank you for everything you and your staff do to make Boot Camp and IPS possible.

Mark Helfrich, Middleton, WI

It is a thrill to be surrounded by a group of successful, creative people. Their insights and observations are invaluable.

Sean McCreary, Tracy, CA

Wonderful, wonderful – I will be at every meeting you have.

Kevin Nemith, Dover, DE

I've missed one meeting since the inception of QC and still regret that day. Life is getting better by the minute.

John Rodgers, West Middlesex, PA



We sent the cross-sell sneaker postcard out last week. This list was approximately 500 folks. WOW!! We logged over 169 calls, got 70 corss-sell opportunities thus far. They want quotes, that number is probably closer to 100 at the end of today.

Pearl Losoya, Castro Valley, CA

Having the ability to build a mastermind team with other high-powered agents is a huge advantage in building a business.

Chelsea D. Hotchkiss, Silver City, NM

Without doubt, without question, and without reservation the Personal Lines Marathon was fabulous learning experience. Networking with other agents added value but the visit to the John Mason Agency in Hancock, New York, was the clincher. Thank you Michael and John! P.S. If you didn't attend the marathon, I strongly encourage you to purchase the tape set!

Orlando Frasca, Castro Valley, CA

I have a pretty good idea of where I want to go in life, but lack the tools, especially in the field I love. Being an insurance agent and business owner gives me power to do what I want with my life and gives me a way to conquer my dreams.

Ted Hamm, Paso Robles, CA

My/ Michael's zipdrip just put three new policies in my pocket this week. All different lines, just touched them at the right time.

John Belyea, Mississauga, ON, Canada

Information overload!!! You handed out so many great ideas, it would take me a year to do it all. How did you manage to get 17 top insurance producers to share their best ideas with everyone at Boot Camp?

Rocky Johnson, Bangor, MI

Thank you, Michael. Another remarkable meeting. I can't wait to get back to the office and put it to work.

Al Pappalardo, Jr., New Orleans, LA

2 of the best days I've had to freshen up my thinking. New stuff – old stuff revisited. All of it great rejuvenate energy that will help me get going again.

Bruce Strachan, Twinsburg, OH

After a fast start when I joined Quantum Club, I found myself slipping. Attending the Boot Camp put my focus back on the prize. The outline was as if it was written for me. You addressed my problems and challenges with workable solutions.

Mark Helfrich, Middletown, WI



Being new to Quantum Club, I came to Boot camp to see what it was all about. I've gotten to see first hand other agents (just like me) make this week for them. If they can do it.....so can I. I'm looking forward to the change and the additional income oppurtunities.

Jamusz Domaszuk, Chicago, IL

The last Boot Camp was the best one yet!! Three years as honorable mention, I will be on stage next year in the Top 10! I have learned to set goals, guide my staff and enjoy my business. The Quantum Club tools are without a doubt the best system to improve your agency and your life.

Don Grauel, Baltimore, MD

The RoadMap is an excellent tool. It is the best outline to put together our thesis in pursuit of the PhD of Life. Thanks!

Ed Ewing, Castle Rock, CO

I am eight years in this business. I should have this information eight yeas ago. I could have save a lot of headaches, time and earn much, much more money.

Shaun Irwin, Minneapolis, MN

Michael, the first night paid for the plane fare and hotel room here.

Royce DeRouen, Dallas, TX

I was overwhelmed with all the information being sent to me. After the New Member meeting I sorted out how I can begin using some of the strategies.

Roger Stevens, Sonora, CA

Wow. Awed and inspired. If I grow as much as I did from last Boot Camp it will have been a total transformation in two years.

Kyle Rosebure, Shawnee, OK

The Best Year Ever Contest was an incredible way to focus on my life and business. It supercharged what I was trying to accomplish! Don't let anything stop you, make it your best year ever!!!

Jim Janasko, Lorain, OH

I knew our agency needed to take a different direction with marketing. The Quantum Club has given us a track to run on.

Ted Hamm, Paso Robles, CA

This was my first boot camp after being a Quantum member for several months. Boot camp helped me put all the pieces together. I can't wait to get back to my agency and start reworking things in my agency.

Deborah Crawford, Huntington Beach, CA



Totally Awesome!! A friend picked me up at the airport and asked how my trip was. I told them it was the best 72 hours I'd ever had in the insurance business. Huge thanks to Michael, Laura, Liz, Luke, John, Corndawg, and all others who shared your knowledge and friendship! Huge thanks also to Bill Reynolds for the producer coaching program – Saturday's session was life-changing! (FYI, if you have any interest in learning how to be the producer or agency owner every other agent fears – Bill is THE MAN. Check out the program, it's money in the bank. I'm in the zone today (or is that detox...) Happy marketing and lots of 11's to you all!

Tammy Lesueur, La Pine, OR

Great News on what IPS did for me during our last fiscal year (it ends in October for us). Not only is business simply BOOMING (we certainly aren't experiencing any recession or economic downturn); our retention shot up to 89.67% this last year (from 81.32% last fiscal year). I can't wait to see what our final numbers are in a few weeks--but, heck, if this keeps up, the heck with 6 weeks in Europe next summer, I may try to break Phil Bartlett's record and go for 200 days of leaving the office at 11am!

Larry Miller, Moribor, Liberty, NY

Action packed. High impact. Great friends. Great value. Thank you, Michael!

Tammy Lesueur, La Pine, OR

Michael, I have only two regrets regarding Quantum Club. The first is not hearing about you sooner. The second is not being younger in regard to having more years to grow with QC and enjoy the agency growth that will follow as a result of this partnership.

Smiljan Mori, Moribor, Slovenia

Just finished running our month end stats and looking at our Cybernetic Controls. I do this monthly. Our net revenue is up 27% over last year. Net revenue does not include contingency income. This time last year our retention level was 89%. Not bad. This year 93%. Policy count per customer just under 2 policies per customer. Last year the average was about 1.5. For commercial lines we are at 2 policies for every customer. The new goal is 3 policies for every customer. Revenue per employee up \$13,000.00 per employee in one year. We're still over staffed but we are not hiring any new employees. Meanwhile we are adding new business. How did we get here? We marketed to our own customers. That's it.

Pam Prengaman, Suwanee, GA

In my four years as a Quantum Club member my agency revenue is up 191%! Quantum Club is the greatest professional organization I have ever been associated with. Put me down as a lifetime member!!

Charlotte S. Hicks, Wilmington, NC



We sent our newsletter out recently. In fact, it hit the doorstep this past Tuesday. So far we have received quote requests for at least 7 policies! These are both commercial and personal. We've received at least a dozen phone calls either taking our advice on how to save money, or at least asking a question regarding coverage we discussed in the newsletter. People are reading it! Everyone that we've talked has loved it, including one client who was a journalism major in school and loves to write. Expense? I don't think so! This is by far the most direct impact we've seen with the nurturing programs we have initiated. Each one ratchets up the credibility of these concepts in the eyes of the folks. I love it.

J.D. Dickinson, Post Falls, ID

Thanks for a good swift kick in the butt! Now I'm going to go back and implement, implement, implement!

Cary Duke, Flower Mound, TX

Best information I have ever received. This will dramatically change the way our agency operates.

Robert Zabbia, Massapequa, NY

This is with out a doubt the Best Ever Boot Camp!! More info more tips more of everything! Thanks Michael and staff! You have out done yourselves...again!! XXOO.

Rocky Johnson, Bangor, MI

After attending the Formal Lines Marathon, taking the agency tour brings all the marketing, printing, nurturing, and organizational duties of John's employees all together. One or two implemental ideas could be worth thousands! Very Impressive!

Orlando Frasca, Castro Valley, CA

Before Quantum I was starting to shrink and had no idea of how to get my agency to the next level. I now have a growing agency with a great attitude! Thanks Michael.

Lou Pingtella, Williamsville, NY

Michael, I just want you to know how much I appreciate you sharing this knowledge with us and how much I appreciate that my boss, Ken Fearnow, has valued this program. I have learned so much! The confidence & knowledge that I have gained has me so excited. I have improved 150% on cross sells and referrals. Each week I come into the office with the excitement of how many policies I can acquire from one household and getting the referrals. I am primarily customer service and have never considered myself to be a good sales person, but have learned the value of ASK -- it's that simple.

Jim Sculley, Bala Cynwyd, PA

Look out value-added systems. My customers are about to get SOS! (super outstanding service).

Darren Vermost, Clearwater, FL



What an opportunity to step outside my 'box' and look at my business' strengths & weaknesses. Keep up the good work. Keep putting out all the variety of information. Picking and hearing what will work for me is a great opportunity.

Susie Kennedy, Mango, FL

Michael, This is my second Boot Camp and again, I leave excited and determined to make the necessary changes in my agency to get to the next level. With the tools you gave us, success is guaranteed!!

Glenn Lee, Honey Grove, TX

I ran back and forth from the restroom so I wouldn't miss a word of what was said!

Eric Broadbent, St. Johns, AZ

IPS has put us in total control of our business. I have taken more time off this year than ever, am making more money than ever!

Mike Stromsoe, Temecula, CA

It's amazing how we subconsciously resist doing more of the things that make us wealthy!! Keep 'the pressure' on!!

Donna Lavigne, Cobleskill, NY

We sent our newsletter out recently. In fact, it hit the doorstep this past Tuesday. So far we have received quote requests for at least 7 policies! These are both commercial and personal. We've received at least a dozen phone calls either taking our advice on how to save money, or at least asking a question regarding coverage we discussed in the newsletter. People are reading it! Everyone that we've talked has loved it, including one client who was a journalism major in school and loves to write. Expense? I don't think so! This is by far the most direct impact we've seen with the nurturing programs we have initiated. Each one ratchets up the credibility of these concepts in the eyes of the folks. I love it.

J.D. Dickinson, Post Falls, ID

Our agency put two people (one personal lines, one commercial lines) in the CSR coaching program about a year ago. Let me tell you, the difference in ability to solely handle challenges, their demeanor with clients, their confidence level, and general overall attitude improvement is incredible. It sure makes life easy when your team members do their part and do it well so you can practice your personal gift!!

Jerry Kennedy, Colorado Springs, CO

GREAT, GREAT, GREAT!

Shaun Irwin, Minneapolis



The business planning and marketing information Michael provides is invaluable in running my agency.

Mick Cottom, Claremore, OK

Michael, you are my Safe Harbor and Boot Camp is my inspiration when I feel that the business is not living up to my expectations. Being in the presence of so many savvy marketers and successful business owners both rejuvenates and inspires me to go full steam ahead.

Terry O'Connor, Charlotte, NC

Boot Camp 2003 was shocking! I had amazing breakthroughs with how to make a truck load full of money, develop new business opportunities, and take more time off to enjoy my family. The best 3 days I've spent on my business in the last year.

Debi McMarcus, Newton Centre, MA

The Boot Camp was information-packed. I'll take the knowledge, strategies and materials and double our agency's bottom line in three years at most!

Mitch Sims, Omaha, NE

I can't wait to get back to the office to start some of the simple procedures I learned here!

Mark Helfrich, Middleton, WI

Being able to listen and extract valuable information from some of the continent's best insurance agents lets you move on with confidence that you can dominate the insurance marketing in your region or niche!

Mike Stromsoe, Temecula, CA

Best Podcast Ever! Michael offers insightful and valuable information about the current market trends in the insurance industry. His variety of guests speak on a wide range of topics, related to agency owners which is so important in order to keep up to date of the happenings in this ever-changing industry. I have found each one enlightening and valuable. The balance and straightforward delivery by Michael is earnest and I appreciate that. Already looking forward to next week's Podcast!

Mark Reid, Whitehouse, TN

With no disrespect to our speakers, I'm leaving thinking, 'If they can do this, so can I.' It doesn't take a 'special person' just the right tools and knowledge.

Larry Miller, Liberty, NY

I have been in the insurance business for over 30 years and the direction and ideas that come from this group are fantastic!

Joe Hagan, Jr., Birdsboro, PA



Michael, I feel this boot camp was by far the best because for the 1st time in 3 years I felt you valued ME. Why? Because: 1.) You committed to a Boot Camp '08 that will not bore me with newbie information. 2.) You offered additional services to make my life easier only available to members. 3.) Your presentation was warmer – you seemed to enjoy yourself. 4.) You pitched very little and when you did – you were HONEST about it – even jokingly. I had to leave earlier (hated it) than the end, but thanks for a great Boot Camp. PS – If you continue to offer additional products and services to your current members and stop so much recruiting, you'll be amazed at how much more money we will pay you and thus – how much you make! This is the buzz in the hallways.

Jeff Carpenter, Fairmont, WV

I have been to many insurance meetings, convention, etc. I learned more in 2 days than I did over all. The others I've attended every minute of it was packed with information to help us grow. There is something about gathering with other agents of like mind. That revs you up to get going on implementing all the ideas and having your best year ever.

Sean McCreary, Tracy, CA

I've completed the first quarter planning module for Quantum Club and have to recommend that all who haven't should. This is one of the best things I've ever done for a clear vision of my personal gift.

Rosalyn Bulup

Michael, I'm sorry!! So, SO sorry it has been 3 years since my first Boot Camp. Because of personal reasons I couldn't make it since. This being my second Boot Camp, I know that those personal reasons have cost me millions of dollars.

Sherie Lake, McConnellsburg, PA

I thought I knew how to write a good letter but it wasn't a good marketing letter. I've been trying to sell instead of market. It's been a real eye opener.

Bill Larsen, La Salle, IL

Michael Jans and Quantum Club have been the big reason I'm working less, making more money and enjoying it more than ever.

Jerry Whitaker, Portage, MI

Michael, in less than a year I have been able to utilize many of your ideas. My business & life are already improving.

Mike Stromsoe, Temecula, CA

Great program that pulls the pieces together into an easy-to-follow formula.

Lori Augustyniak, Bradentown, FL



2007 The best Boot Camp ever!!! Michael and his team have done it again. Not only have they provided us with proven marketing ideas, Michael and his team will now do all of the marketing for us. WOW!! Another stroke of genius by the Marketing Guru of the insurance industry. I wouldn't dare miss the October 2008 conference.

Dennis Hamsher, York, PA

As one of the top ten, I received more information and value from bootcamp and attendees. Than I thought possible. The value of this bootcamp exceeded the previous three and will transform my agency once again. I have raised my sights to the astrosphere & beyond.

Don Whitacre, Decatur, IL

Wow – thanks so much! I appreciate this very much... I am having so much fun with this course – and learning so much too. I hope everyone has a happy and successful New Year!

Gordon Quinton, Fairport, NY

Closed Door Sessions are great because they remind me of things I still have to improve and they show me how much I've already accomplished by being in the Quantum Club.

Robert Zabbia, Massapequa, NY

This is my second Boot Camp and I didn't think anything could beat the first. Second Boot Camp was awesome!

Wendy Hennager

I have completely changed the way I run my business in the past 8 months. I spend half of my time working on the agency nor instead of in it, and Quantum made that possible. I can't wait to implement some ideas from this awesome boot camp!

Bruce Pfaff, Chicago, IL

This last Closed Door Session was one of the best yet – good stuff that goes to the heart of a successful campaign.

Mike Konopelski, Pittsburgh, PA

The AMP Program and Shaun Irwin have taken the overwhelming job of moving forward in our agency and broken it down into manageable pieces. Shaun has helped us stay on track with what's important for us to grow and succeed. He's kept us accountable to each other and to him by being there for us consistently with great information and insight from someone who is living it every day!!!

Mike Toole, Fredericton, NB Canada



IPS is a sizzling value-loaded program. The Boot Camps separate the men from the boys! Michael, it's time to change your company name to IMS... Insurance Millionaire Systems.

Ted Hamm, Paso Robles, CA

This is my second Boot Camp and I didn't think anything could beat the first. Second Boot Camp was awesome!

Wendy Hennager

I knew Michael's ideas would work, which is why I attended my first Boot Camp even before I owned an agency. Bought an agency in February 2004 that had negative growth. My growth so far this year is 21.5% and growing! Thanks Michael!

Craig Hummel, Oakland, IA

Just want to let the group know, I did my 1st ART message over the last two days. This message went to my commercial clients, evening, FAX. Had a 61% success ratio! Then I hit the rest of the list the next day during the day to a live person, 72% hit on the remaining list. That's a total of 90% hit ratio at 20 cents a call.

Corey Illman, Dublin, ON Canada

Absolutely U-N-B-E-L-I-E-V-A-B-L-E! It was so awesome to meet everyone and learn where to start and what to do! Gave me so much more clarity than before.

Ed Cantu, Corpus Christi, TX

I have attended 20+ MDRT table meetings. This Boot Camp was equal if not better than round table meetings. Keep it up.

Ted Butler, Lexington, KY

This has been a great experience. You've opened my eyes to so many things we should be doing. I highly recommend IPS.

John Mason, Hancock, NY

Best business seminar I've ever attended. Finally, someone realizes we all need a better life, not just a better agency. See you at the next meeting.

Fred Fanning, Denver, CO

Boot Camp was an unforgettable once-in-a-lifetime experience that uncovers secrets none of the other agents in South Africa want me to know – Look out Cape Town – things are going to be different.

Mark Helfrich, Middleton, WI

If you're wondering what you are supposed to do now that you are in Quantum Club, come to the New Member Orientation to clear it up.

Steve Desino, Rochester, NY



This is my second Boot Camp and I didn't think anything could beat the first. Second Boot Camp was awesome!

Wendy Hennager

IPS is a sizzling value-loaded program. The Boot Camps separate the men from the boys! Michael, it's time to change your company name to IMS... Insurance Millionaire Systems.

Ted Hamm, Paso Robles, CA

Dear Michael-Thank you for your friendship, your enthusiasm, your time, your talents and mostly your never ending quest to improve our businesses and our lives. You never stop trying to enhance our strategies, celebrate our success stories and shape our agencies into non stop selling machines. I have seen first hand what it can do for my business and more importantly my life. I have had my biggest year ever in new business sales this year with \$143,835 in new business commission written...Guess what, I've also taken more time off than ever before. Over six weeks of vacation. I expect to grow by another 25% next year and I plan on taking eight weeks off. Learning how to maximize my time and efforts has enabled me to make more money, lots more, see my family more and spend more time doing the things I love. The Quantum Club is a must for any agent that wants the most out of their life.

Corey Maxwell, Birmingham, AL

I knew Michael's ideas would work, which is why I attended my first Boot Camp even before I owned an agency. Bought an agency in February 2004 that had negative growth. My growth so far this year is 21.5% and growing! Thanks Michael!

Craig Hummel, Oakland, IA

This was my best boot camp ever! My goal is to be in the top 10 next year. I realized that I accomplished many of my goals from last year and after absorbing all the excitement, energy, and creativity from this boot camp, I am ready to take it to the next level.

Jeff Jordan, Nashville, TN

Quantum Club keeps getting better & better the more I work with the material and network with other savvy marketers. Thanks Michael.

Ahsley Smith, South Africa

Michael – Thank You! This session got me pumped up to go back and make things happen. I've gotten the tools needed to plan and implement the programs we've been working on.

Robert Mulrey, Milford, MA

Best investment I've ever made in this business.

Bob Mulrey, Milford, MA



IPS is a sizzling value-loaded program. The Boot Camps separate the men from the boys! Michael, it's time to change your company name to IMS... Insurance Millionaire Systems.

Ted Hamm, Paso Robles, CA

This is my second Boot Camp and I didn't think anything could beat the first. Second Boot Camp was awesome!

Wendy Hennager

John is a very gifted writer and marketer. It is clear that he is working with his personal gift. His marathon is a huge help to anyone wanting to boost retention and never make an outbound call for sales. His systems will make the phone ring all day!

Chet Cottom, Claremore, OK

Association with IPS and the ideas from great agents like John Mason have turned my agency and life around. I know I would never have been able to tackle all the challenges without their help. Thanks a million (at least)!

Shaun Irwin, Minneapolis, MN

This is the best investment of time I've made in a long time. A definite High Performance Day.

Sean McCreary, Tracy, CA

You have helped me to establish a 'track to run on' and have given me motivation to set goals for my last 10 years in this business.

Joanne Lemelin, Ephrata, PA

There is so much. I feel like a kid in the candy store!

Craig Wiseman, Provo, UT

Closed door session in San Diego was awesome! I love San Diego – it's climate, cleanliness and friendliness. I highly recommend taking the time to go work on your biz with the best agents in the country! You won't regret it.

John Vanderlip, Folsom, CA

The Million Dollar Club is like the Ultimate Matermind Group. As a result of this group, I am about to launch a new program to partner with our already successful niche market as well as amplify our marketing campaign. I can see Level II around the corner and am already thinking about Level III.

Bruce Pfaff, Chicago, IL

This is my 3rd Boot Camp and the best yet! Thank you very much.

Jim Janasko, Lorain, OH



QC has not changed my life – children have changed my life. Quantum Club changed my agency so I'm more profitable and can spend more time with my children.

Sherie Lake, McConnell, PA

We are completely focused with a written action plan to attack the coming year. These break throughs would not be possible without the QC super group.

Waverly Brown, Chester, VA

What I've gotten out of this is confidence in the industry again because I tend to be a worry wart and every time I lose a deal it's like the end of the world to me. I feel like now I'll have control over my time, which has always been a major issue because I even felt totally guilty being here right now, or I did at first because I have kids, two young children at home and I felt like I should be staying home with them. But now, if I can get my time under control and still make money then I can still meet my needs and the ones that I love.

David Wenzel, Manchester, MO

Michael, since my first Boot Camp in 2003, I have totally transformed my agency. We have doubled in size and I am able to spend a week away a month. Thank you and see you next year!

Rich Hauswirth, Forked River, NJ

It's not the same 'old ways' everyone else in our industry is marketing. It is new and different ways to communicate the message to the market.

Brian Barrick, Hanover, PA

The early warning system is the best weekly to annual planning program I have seen in over 40 years in this business.

Stromsoe

Even though Denver Boot Camp was just 3 months ago, I got a lot out of this session.

Ted Hamm, Paso Robles, CA

Excellent. I haven't attended a closed door in a few years. Found it to be even more beneficial now and very well organized and full of excellent information. Always make great contacts and walk away with excellent ideas and resources.

Kevin Foley, Old Bridge, NJ

Each additional meeting with Quantum Club brings me more value, more energy and more than I could ever give back. Thanks!

Norma Kwiatkowski, Ontario, CA



My second Boot Camp and I can say it gets better each time – Thanks for making so many successful and getting them to share how they did it.

David Warren, Fremont, CA

Since joining the QC I've been overwhelmed with all the material. This meeting today helped put the materials in a much clearer light & will make it so much easier to implement. Worth every second of my time!

Tom Larsen, West Seneca, NY

Quantum Club is a great resource for agencies.

Vincent Prestileo, South Windsor, CT

This year, Boot Camp was fantastic! This is my second year but it finally clicked as to exactly what I have to do. Michael gives me the steps and processes to achieve my goals!

Shaun Irwin, Minneapolis, MN

IPS continues to deliver the top notch materials to any agent who wants to stay on top of their business game. I am fired up for 2006, my goals and game plan are in hand.

Brian Barrick, Hanover, PA

You have given me the tools and confidence to grow my agency to the next level. Thank you!

Robert Smith, Lee's Summit, MO

IPS provides me with an ocean of ideas and materials that I would never have the time to develop myself. By just choosing a few tools, we have boosted retention and confounded our competition. They can't understand how we are keeping our customers and attracting new ones in the current soft market.

Peter Anderson, Marshfield, MA

Michael: What a great session! The Niches to Riches process is a major part of my marketing strategy. It answered many questions and has set my focus in the right direction.

Tony Pyle, Woodbury, MN

2006 Bootcamp was the best ever. Great speakers and motivation to clarify what to do in the soft market. Thank you Michael and your team for the great event.

Mike Stromsoe, Temecula, CA

Michael Jans and IPS are to marketing systems what Barry Bonds is to hitting – one home run after another.

Lesa Williams, Newton, NC



Here's the GREAT news! It took me only 30 minutes to condense it from a larger report I received, type it in Notepad, edit it and then copy it to ZipDrip. And I had what will be a very powerful touch with our clients...FOR FREE! Try touching all your clients in 30 minutes for free via any other means! Keep gathering those email addresses!

Sue Ireland, Bellevue, WA

Many agents have technical skills but can't sell, others can sell but are weak in technical skills. Bill is one of those people who has it all. If I was looking for an agent to handle my business needs, Bill would be my first choice.

Kevin McGrath, South Dennis, MA

This is my first Boot Camp and I am excited about the potential. Although I was initially reluctant to come (no time), I am glad I did. I know your strategies will make a difference and the people I met will be friends for a long time. Thank you.

Ted Hamm, Paso Robles, CA

Listen, being a Quantum Club member will open your eyes; you will awaken to a new way of thinking and doing business you've never been exposed to before! The bonus is the amazing members who are the most generous agents and they will jet-propel you – not defeat you!

Dan Brauel, Baltimore, MD

Thanks Michael. My hard head is beginning to understand this stuff. It's making a difference!

Glenn Lee, Honey Grove, TX

Three years as a member and I still walk away with three pages of great ideas and implementation tools.

John Baccarella, Riverside, CA

Boot Camp is a positive experience that must reflect in additional volume and increased personal satisfaction with one's business.

Jerry Hendrickson, Wyoming, MN

Even after my second boot camp & QC & 2 boot camps in a box I still got the AH HA.

Ron Brown, Arlington, TX

Thank you for allowing me to visit your agency- everyone was helpful and informative. They shared any information we asked. For me, it was worth the trip!

Joe Hagan, Jr., Birdsboro, PA



Michael, I just wanted to take a moment to say what an awesome meeting you had in Chicago this past week. I flew back in town on Friday night and sat down with my wife at midnight. While we were sitting discussing the trip I told her, I have been to a lot of seminars and training programs all over the country and in the last two days I have learned more moneymaking ideas from QC and other members that I have ever been exposed to in my life. I have been a member of QC for several months but only pulled the trigger in the last two months. I will make you a promise ...you have not heard the last of me or our company. We will be in the hunt at year end for the car! Thanks a lot and have a great day!

John Baccarella, Riverside, CA

A Quantum Club Closed Door Session is a spectacular shot of adrenaline, well worth the airfare and hotel. I always have a lot of laughs too.

Cindy Callahan, Jarrettsville, MD

The information and step-by-step tools are excellent. Having lunch with these masterminds is worth the trip.

Sherie Lake, McConnellsburg, PA

As always, I'm excited about my success and future with Quantum Club. Looking forward to Boot Camp in October 2004.

Andy Shifflett, Cedar Rapids, IA

I have been hearing about Michael Jans' system now for over a year. I hesitated and did not come to last year's Boot Camp. The main reason is that I'm a captive agent. I'm very glad I came. It was worth it and I joined Quantum.

Kevin Foley, Old Bridge, NJ

Sign your CSRs up for the CSR program. I signed mine up a month ago and she is just beginning. Her closing ratio is up from 48% to 73% in one month. I know it's early, but I believe that everyone in the agency needs to be on the same page and have the same understanding on what I want to happen. The program helps them understand and it is not coming from me. It also gives her a sense of being a part of the team and she takes ownership in our future.

Joe Tufo, Walnut Creek, CA

Just had to tell you in 12 years as an agency owner, partner, Rex and I have never had a month like we did this month. I'm talking 12 years or 144 months. We doubled our commission income. It has not been unusual for our agency since we joined Quantum club to see 18 to 20% increases in commission income. But double, this is a first! Anyone who passes up the chance to attend Boot Camp just decreased their agency's value by half. See you at Boot Camp. For those of you who don't attend, well let's just say your commission is mine.

Dennis Hamsher, York, PA



I have just recently started listening to your Podcast and have really enjoyed the content and guests that you've had on. As an agency principal, these podcasts provide an easy way to keep myself up to speed with the trends in the industry. Plus it has the added bonus of allowing me to learn as I drive, time that would otherwise be wasted.

As I said, I am new to the podcast so I haven't gone through all of the episodes but I would love to hear an interview with some of the small to midsize agencies on how they have begun to utilize insuretech in their agencies.

Mike Stromsoe, Temecula, CA

The benefits far outweigh the cost of Quantum Plus in so many ways, but especially in the additional training methods presented. Michael's information is and has been invaluable.

David Cook, Grayson, GA

Simply put, IPS keeps me going. Local people are worthless to talk to but with IPS I can strive for a dream and do it with others. It keeps my mind growing instead of it being stuck in local doldrums.

Fran Becker, Lynbrook, NY

Quantum is the BEST thing I have done for my business. The business is now starting to run itself thanks to you and Q Club.

Rocky Johnson, Bangor, MI

My three CSR's all participated in yesterday's inaugural training session and I just wanted to report that they are very excited about the program! I didn't realize that membership in the CSR Mastery Program includes access to an exclusive Navigator-type website and Q-mail for the CSR's. My team was very excited to get their profiles and photos posted, and they are hard at work on their homework. I think that you've hit a home run on this concept, Michael!

Lee Hendrie, Garden Grove, CA

Chicago was AWESOME! It was exactly one year since my first meeting. I had the notes from that session and it is amazing what has happened and continues to happen in our agency. Slowly but surely (a few more new member orientations and I think I'll get it!) we are implementing many of the strategies we are learning from Michel and the group. I continue to thank God for the opportunity to be around an awesome group of entrepreneurs. Looking forward to Philly. In the meantime, I still have a lot to do, but the RoadMAP is available!

Mark Oetting, New Haven, IN

Can't wait for the next Closed Door Session & Boot Camp. The Quantum Club is going to very significantly change the way I approach and run my business.

Joe Hagan, Birdsboro, PA



Looking for a positive ROI? I can't imagine any investment that has delivered more growth and return than my Quantum and Quantum Plus memberships. Beyond the tangible benefits of weekly faxed reports from Michael, Brown Bag Lunches, and substantial discounts on Quantum products and invitations to Love Fest, Quantum Plus membership provides access to Michael, great speakers and fellow Q+ members in smaller intimate settings. Single ideas shared at Love Fest by a generous member will literally add \$10,000 or more to one bottom line this year and provide a much higher quality customer experience. You cannot afford NOT to join Quantum Plus.

Mike Stromsoe, Temecula, CA

The Boot Camp brought into focus the strategies outlined in your books.

Bill Gough, Florence, AL

This weekend has helped growth and smooth processes in my agency. This further knowledge has helped to tweak and improve my processes and copy writing with motivation. What a great place to visit and relax with my mentors and teachers.

Tammy Lesueur, La Pine, OR

Boot Camp is a great opportunity to get the ideas from the best of the best in the marketing of insurance.

Alice Shamoon, Sherman Oaks, CA

Every day I'm like a kid at Christmas waiting for Santa. I can't wait for my daily 'fix' of Quantum Club members' marketing strategies and helpful ideas. The mail can't come quickly enough as I hope there is some of Michael's 'stuff' delivered. For the first time in 23 years as an agency owner, I'm in a very comfortable marketing zone. Thank you, Michael.

Terry Quinn, Taunton, MA

I started insurance in September of 2004 and did a monthly average production of 34 policies a month and \$28,500 in premiums, worked 12-18 hour days, 6 days a week, \$25,200 per staff member in revenue, panic attacks at night, gained 20 lbs off of stress. I then attended boot camp 2005 and listened to COST financial people discuss setting up your own premium finance Co. I joined QC in August of 2006. I've had a 219% increase in NET income. I now have \$93,899 per staff member in revenue, reduce staff. I'm home by 5:30 PM every day, take a week in Mexico, 4 days to Disney land, 1 week in So. Carolina, 1 week in Florida, 5 days in Arizona & 10 other days (long weekends) off throughout the year and have many scheduled vacations for the rest of 2006 & for 2007. Thank You Michael & the QC Team!

Tom Wiecek, High Point, NC

I'm a member of Quantum Plus because the weekly fax put out by Michael is more than worth the price of admission.

Byron Yankou, Toronto, ON, Canada



If all boot camp did was reset me mentally for the next year it would be worth attending. On top of that I get more great tools, proven strategies, and mega money making strategies in 2 1/2 days than from any where else the rest of the year. Awesome boot camp. Thanks Michael & IPS

Terry Quinn, Taunton, MA

I'm chomping at the bit for my new CSR to begin the CSR Mastery Program. She has already told me she intends and WILL win the \$2500 prize. I don't doubt it... Michael's delivery/lessons in this class really are the most effective way to get the point across, and in a manner easily understood by the CSR.

Carol Bloesser, Tribune, KS

One day soon it will be too late. Survival of a few is possible. I believe Michael's direction and insight are on target.

Patrick O'Neill, Wadsworth, OH

IPS has scored another home run with this. My 5th Boot camp. I have received useful nuggets of info from every speaker of every session. Now, all I have to do is to quote another Q club member- Implement X 3!

Andy Shifflett, Cedar Rapids, IA

All the networking and sharing of information is most valuable to me. Everyone has a willing spirit to share what works. That is invaluable. Thanks for providing the right atmosphere!

Ryan Stueber, Puyallup, WA

I've left with 16 detailed action points for me to complete in quarter three and quarter four 2001 RoadMap. This trip has been worth countless \$1000's to me!

Claudia McClain, Everett, WA

Terrific group of the savviest, most advanced and moneymaking group of peers anyone can meet. It was an honor being in the same room with them.

Scott Lombard, Medway, MA

John's PLM has provided me with a 'system' that I can duplicate and implement in my office. I brought my son Jonathan (who is finishing up licensing training) and this seminar has provided him with a launching pad to start his career. I would highly recommend to anyone who wants to expand their personal lines marketing to attend. Great job, John.

Peter Anderson, Marshfield, MA



This is my first experience with Boot Camp and I am amazed at the wealth of information and the tools I now have. I am confident and have a clear vision as to what I need to do to take my agency to the level I want to.

Russ Castle, Redwood City, CA

Michael, Boot Camp is like a smorgasbord of information. You definitely get what you pay for! There was more information presented than I ever imagined.

Claudia McClain, Everett, WA

By nurturing my clients, my retention is up 4% in the last year. Michael's ideas work!

Randy Stoecklin, St. Louis, MO

I have been in the insurance business for 28 years. A Quantum Club member of 2 years. Quantum Club has been an integral part of my business and personal life since joining just 2 years ago. I needed a jump start and Quantum Club delivered! What a great ride this has been! My sincere thanks to all those involved.

Mike Stromsoe, Temecula, CA

The perfect place to set and implement goals for the new year!

Tammy Lesueur, LaPine, OR

I've worked with Michael and ISP from the beginning. It's been an adventure. We worked together and developed a plan for personal auto and the model is working better than ever today.....We regularly produce over \$30,000 a month in new commission largely due to Michael's efforts...The business that we wrote as a result of that model enabled me to grow the agency in other ways. I am able to contract with the best carriers, buy other agencies, attract good employees and use that same model to develop other lines of business within the agency such as life and health. Michael and his group are just nice people to deal with. They're helpful, generous and the brightest marketing group in the business.

Kevin McGrath, South Dennis, MA

After receiving all the information, the New Member Orientation program helped clarify the concepts and gave me ideas on how to implement.

Bill Shuttleworth, Fort Wayne, IN

More time, money and control! Every insurance agent dreams of the day that their business can run on auto-pilot and they will have the time and money to expand their horizons. Thanks, Michael for sharing the tools to put these dreams within our reach.

Martin Burlingame, Colorado Springs, CO



If you are a member of Quantum Club but have not yet made that commitment to join Quantum Plus – the answer is really a no-brainer. The small extra plus fee is well spent and quickly repaid in the many extras of gifts and discounts Michael gives back to Plus members. Make that Plus commitment today!

Don Dahlmeier, Chico, CA

I've learned more about marketing and growth strategies in the last 10-11 months than the previous 25 years in the Insurance Business.

Peter Anderson, Marshfield, MA

I thought the only way I was going to increase my income was to work even longer and harder than I do now. Boot Camp and the Quantum Club have shown me that taking control of my agency will not only provide wealth but I'll get my personal life back.

Tom Larsen, West Seneca, NY

Quantum Club has given me a great view on how to run an agency and how to grow our business. My husband and I will be purchasing my parents agency in the next two years and there is no fear in that for me knowing I have the Quantum Club on our side.

Glenn Lee, Honey Grove, TX

Without Quantum Club I would not have access to the tools I needed to transform my agency to a more profitable, efficient business.

Charlotte Hicks, Wilmington, NC

You have dramatically increased my options and vision about something I thought I knew something about... marketing! Terrific, jam packed 2 days. Thanks!

Susan Horn-Duebel, El Dorado Hills, CA

This Boot Camp was even better than last year. My business is growing beyond my expectations and Michael Jans is the reason.

Geri Custer, Phoenix, AZ

Awesome doesn't come close! If you were there, you know it and know you can write all day and not capture how great it was. If you weren't...April in Chicago is coming up fast.

Rob Volkmer, Chagrin Falls, OH

This has been two great days of High Impact Marketing. I am going away with many ideas. I project I'll more than double my income.

John Obstarczyk, Bladsdell, NY



Michael, after being a member for six months, I finally got it. The clarifying of your information in person did it. Tell all your prospects and new members to come early and save time.

Michelle O'Connor, Charlotte, NC

I have been using million dollar bills from you for about 2 years now. The bill never ceases to catch someone's attention and I know whoever I give a bill to will always remember me. The fact of the matter is, I have one of those bills the dentist is selling and you are correct – It is play money! Thanks for the quality of marketing tool I'm proud to use in my business.

Jeff Evans, Uniontown, OH

Great Event! The methods & mindset apply to all agents. I was the youngest agent/owner in the room. People were willing to tell me ideas, no one selfish, we all share.

Tom Svrcek, Monongahela, PA

Quantum Club has given me the track to run on to make the business fun again. At first glance, one can be forgiven for thinking Michael has 'given us a fish' i.e. specific marketing ideas. I come away from Boot Camp now knowing Michael is 'teaching me how to fish.' Thanks for all the security that brings!

Eric Broadbent, St. Johns, AZ

I used to come home from Boot Camp or Quarterly Closed-Door meetings and tell my staff about all the exciting marketing ideas and auto-pilot control systems that we were going to implement. THEY WERE SCARED TO DEATH! They never told me, but they didn't know how they could do any more than they were already doing at the office. When I would try to teach them the principals of planning, time management, how to train our clients, how to get referrals, email addresses, etc., they would say ok and give it their best effort. I was the roadblock on all my marketing projects, and I really couldn't delegate the tasks because my staff just didn't quite get it like I thought they needed to. So, I enrolled them in the CSR Coaching Program... Suddenly, they got it! It's one thing to hear the IPS QC message from me. It's totally different to hear the message from Michael & Laura. My office is up to speed with the concepts we are implementing. And it hasn't taken 1 minute of my time. Our implementation of QC projects has hit WARP speed! Operating an insurance agency is a Team Game. The CSR program is key to my team development and evolution to a marketing culture. AND... the staff is asking for more! I love the CSR Coaching Program! You'll love it too.

Scott Simpson, Spencer, IA

I've learned to take the success of others and implement it into my markets. Taking action, just like taking action to attend the Boot Camp, is the key!

Claudia McClain, Everett, WA



This was an awesome first time experience that surely will not be my last. I have learned a lot, the ideas and tools can take me as far as I want, as long as I know how to use them and Michael is teaching me. Thanks Michael!

Carole Coblentz, New Madison, OH

This is where it all 'gels' together. Your ROI on Boot Camp will be the most serious money you will ever make. For years, I got Michael's BS in the mail and thought....'no way.' I went to my first Boot Camp less than four years ago and used every trick Michael showed me. My revenues are now approximately what my premiums were just four years ago. This stuff works.

Mike McCaughan, Kent, WA

This was great for someone new to insurance. Where else could you learn the best way to run an insurance agency and network with the top movers & shakers in the industry.

Lesa Williams, Newton, NC

I would gladly recommend the IPS Boot Camp to any other agent without hesitation.

Shannon Hall, Litchfield, IL

ZipDrip – Fantastic! Potential is unlimited.

Mark Kinsey, Doylestown, PA

One session with Michael helped me make some very strategically important decisions that will help us to achieve \$20 million in revenue by 3/31/04.

Orlando Frasca, Castro Valley, CA

I like the tools we're getting – the thinking they provoke. We have gotten some great ideas and our market is noticing.

Tony Caldwell, Oklahoma City, OK

In my 16 years of insurance and all of the company conferences I have attended, IPS is one of the best things to happen to me. My wife is happier, my office is happier and I'm thrilled.

Ron Araujo, Monrovia, CA

I always learn something new at the sessions. I have not hit any homeruns like some others but the singles and doubles are really adding up! Thanks, Michael.

Rich Hauswirth

Michael, this mornings meeting spurred an idea that will increase bottom line revenue to our agency by at least \$250K! Thanks for all you do!

Dave Collins, Ludlow, MA



Quantum Club and its Boot Camp is the only place in the insurance industry that agents always openly share their marketing and operational secrets. No other organization on earth compares to this group. You will learn techniques that will make your business fun again. If you want a fantastic ride, come on along and gain 500 new friends.

Jeryl Tippetts, Englewood, CO

I just closed 2000 books and total income up 30% over 1999 and I have only implemented a small portion of all the stuff I've learned from Michael and all you excellent marketers. This year the big push is to implement much more marketing. I've delegated everything service-oriented, especially the phone. My job is strictly the marketing of all the great ideas available from the Quantum Club. **THIS STUFF WORKS!**

Don Burdolski, Lees Summit, MO

It affords me the opportunity to get out of my world and focus on marketing. I feel and usually am challenged by my peers. I find it refreshing that most who attend and have been part of the this for a short period of time are born again!

Wake Clinard, Winston-Salem, NC

Michael – Boot Camp was FANTASTIC! I've already signed up for next year. I will be implementing two campaigns as soon as I get home. The speakers were great! Thank you!

Terri Delgado, Vero Beach, FL

This has given me so many tools that it will take weeks to sort it out but I look forward to doing it and choosing the methods I will use to maximize my results.

Mike Stromsoe, Temecula, CA

I want to say that even though this was my first Closed Door Session since I joined Quantum Club, I can tell that it was absolutely the best decision I've made to join a group or an association. Thank you again from all of us and especially from me to Michael Jans and his team and John & Lou and everyone else that gave me so much info and help. I do really appreciate every one of you.

Jimmy Irwin, Norman, OK

If you're not 100% absolutely thrilled with how your agency runs, then visit Mason's place. The layout, the successes, the organization, the staff, and the system make it obvious why John is totally kicking butt!

Tracy, CA

Boot Camp is like a drug; it fully charges you & gives you a high unlike any other. The key is to continue that high when I get back to the office. 2008 WILL be our best year ever.

Tom Larsen, West Seneca, NY



I LOVE YOUR STAFF!

Steve Ratterman, Cleveland, TN

Michael, I almost left the business 5 years ago. I was exhausted, frustrated, and basically 'holding my own.' 'The banks are going to take over the business' said some. 'The Internet will make independent agents obsolete' echoed others!! One day I responded to your obnoxious marketing piece (how ridiculous) and was barraged with 'stuff' that I didn't understand. As with many of your clan, it laid on the corner of my credenza for months. The breakthrough was when you coerced me to my first boot camp. It finally ALL CAME INTO FOCUS. I finally realized that the doomsayers were idiots and that the real geniuses were among your faithful. I now know that there are endless, high-powered, proven, marketing techniques that can fill my pipeline with real opportunities. I will forever be grateful to you for opening my eyes, and making my business fun again. I will see you in Chicago. My son, Todd will be there too! The bug has bitten him as well!

Daniel Loofboro, Kettering, OH

First of all, congratulations John! The process is simple. Time management is the key. With the time management under control I can concentrate on the marketing of my agency. You have given me the encouragement and shared your success so that I will be where you are in a short time. Thanks!

Bruce Pfaff, Chicago, IL

I've been in the business for 33 years and had been stuck on a plateau for many many years. I knew I needed to do something, I just didn't know what. Then I found Michael Jans and Quantum Club. My enthusiasm for the business has been renewed and I'm finally working on my business. Thank you!

Eldon Oldre, Minnetonka, MN

The highest form of a compliment that I can give came from my wife. She says, 'I don't know this guy, never met him, but every time you either talk about him, read something from him, or go to seminars, I see more of you.' My wife loves you because you give me more time. My kids love you too. Thank you.

John Mason, Hancock, NY

Great job again. I am always amazed at how much I learn and can take back with me to use, even after going to several Boot Camps. The speakers and their success stories were great. Thanks Michael!!

Tom Larsen, West Seneca, NY

The Closed Door Sessions are great. A must attend for all members to move their agency forward dramatically.

Phil Oliver, Visalia, CA



2005 was the best Boot Camp in my 4 years with Quantum Club. I've grown my agency by over 20% each year by implementing IPS marketing strategies. Looking forward to 2006.

Steve Evanko

The Million Dollar Club provides a unique forum for our group to share ideas and feedback. It also forces me to be accountable to the other members of our group, which are owners of similarly sized non-competing agencies, and Michael Jans, because I'm required to implement an action plan comprised of a few of the ideas generated during our meeting that must be completed before we meet again.

Warren McLeod, Trenton, MI

This was my third or fourth Boot Camp and by far the best. The break out sessions were terrific and every one I attended will add to my bottom line in next 12 months. The new tools you developed are fantastic!

Kevin McGrath, S. Dennis, MA

So why Quantum Plus? Two words – Love Fest! Relax, learn, grow! Love Fest is an absolute delight... an intimate gathering of bright Quantum Plus minds who are treated to the most amazing training and stimulating conversation in peaceful Central Oregon!

William Loose, Langhorne, PA

There is no better way to increase your revenue and retain your clients than sharing ideas and brainstorming with the best marketing agents in the world. Not only will this help your business, but it is a valuable personal tool increasing your energy and lifetime days! The quarterly QCC sessions bring a renewed energy level. It allows me the time to renew friendships, network and share ideas with the best agents in the world while gaining new lifetime processes and refreshing successful tools.

Glenn Lee, Honey Grove, TX

This has really changed my attitude. It's given me a blueprint to start doing some marketing. We do have a gold mine here and I'm excited.

Craig Hummel, Oakland, IA

I attended my first boot camp in 2005. We have increased our referrals and keep getting more each month, we have lowered our customer count while increasing our commission and best of all I have been able to take more time off to do the things I enjoy! After attending boot camp last year we started firing our D clients and concentrated on cross selling our A + B clients. This resulted in a decrease in customer count of 127 customers but an increase in policies of 61 and a 10.37% increase in commission. Thanks to QC & IPS!

Joe Hagan, Jr., Birdsboro, PA



*If you  
needed proof,*

**you've got it now.  
901 insura-preneurs who got results.**

Of course, we left out the hundreds of testimonials that agents have given Agency Revolution. Michael sold it to a private equity firm, so he felt those comments rightfully belonged to them.

If you have the courage to leave the rest of the industry behind...

...if you desire to grow something you can be truly proud of...

...if you want to create something that truly matters—for yourself, your family, your team, your customers and your community...

**Your 15-Minute Head Start on Faster Growth & Peak Valuation**

If this stirred something in you—an ambition for growth, clarity, or legacy—then don't let the moment slip by. You don't need to commit to anything today. Just take 15 minutes. That's all it takes to talk to Michael directly. [Book your call now.](#)



By Michael Jans

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