

**Bob White Claims:**

**Allstate Insurance Company Affords The Best Opportunity**

By Loretta Manago  
Post Managing Editor

A degree in business administration has led Bob White to explore many professions, but it is his latest venture into sales as an insurance representative for Allstate Insurance Company that has afforded him with one of the best opportunities yet.

"This really is a great opportunity. Although I'm employed by Allstate, the company doesn't dictate how I operate. And on top of that the company gives me support financially and professionally."

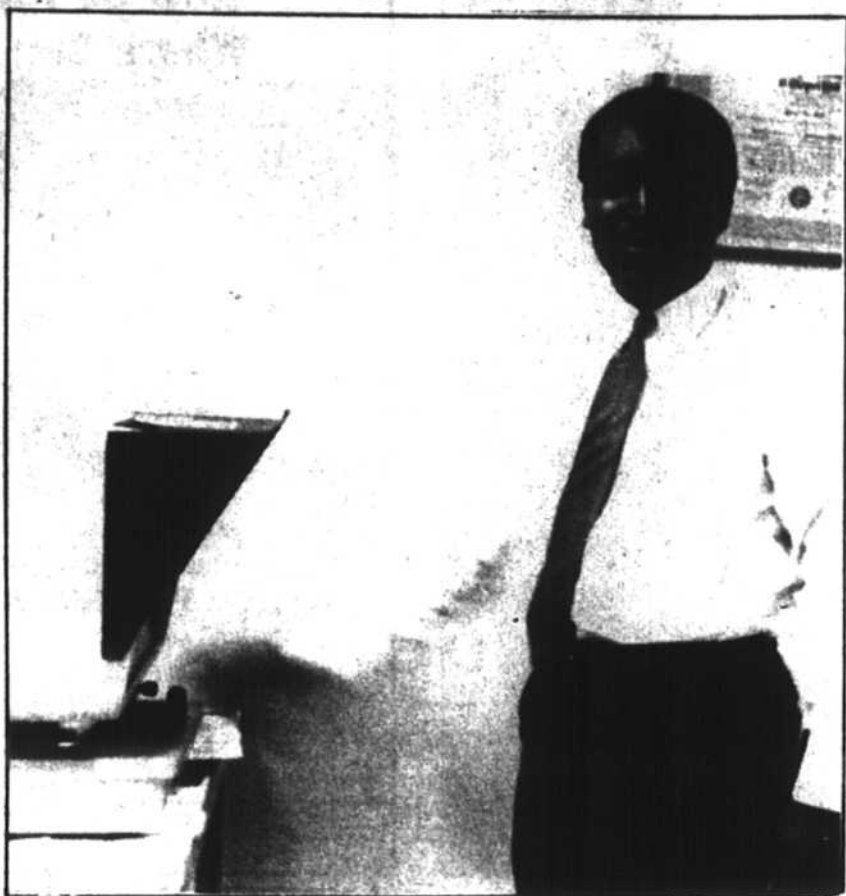
According to White, as a representative for Allstate he is as close to being in his own business as it can get.

White's interest in insurance or rather sales came as a result of the other career positions he has held. "By being in the business field, or putting together loan packages for entrepreneurs, I knew that they were the ones who were making the money. I also had friends who were in sales and who were constantly telling me that in sales the only limitations there were were the ones a person put on himself."

"Three years ago if you would have asked me if I would be selling insurance I would have told them they were dead wrong. But I talked with Sallie Feldpot, another employee of Allstate's and she showed me what a good opportunity this was for anyone with enough discipline and determination.

"Affiliating with a national company with a well-known name gives a sense of security. But that doesn't mean that no work is involved. You have to be a very disciplined person, a self-starter, and be willing to dig in and do everything you would do to start a business."

As an insurance agent, White offers a multi-line of insurance. But he insists that people still have misconceptions about some forms of



Bob White completes the final details on one of his client's insurance policies.

insurance. Some people don't realize that property and casualty insurance is required on their homes. And life is particularly hard to sell, because people find it hard to talk about death.

"Life insurance is a necessity.

And the lack of it is one reason why blacks have problems with estates." White stated that Allstate also offers a universal life package. "Through this universal life package, a client gets the coverage of whole life and the return that

comes from interest of term insurance. It's a good way to satisfy two different objectives."

A 1973 graduate of UNC-Chapel

Hill, White began his career in retail credit management, then commercial lending and financial accounting.

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Proper exercises performed on a daily basis are an important part of arthritis management, so the Arthritis Foundation has developed a new, free booklet which explains how you can make daily exercise a lifelong activity.

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Also explained in the booklet are precautions in exercising principles of exercise and various tips on

preparation and the carrying out of exercises. In addition, a special illustration fold-out sheet shows various sample "range-of-motion" exercises.

The Arthritis Foundation strongly recommends that before starting any new exercise program, or changing your current one, that you discuss it with your doctor or physical or occupational therapist. These members of your health care team will help you learn your limits and teach you to determine the best exercise for your own needs.

To receive your free copy of "Exercise and Your Arthritis," call the Arthritis Foundation toll-free at 1-800-422-1492.

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