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Visiting China



In February Tom Young, agency manager of GIG in Manhattan MT, and his wife Lori, visited Beijing China. Tom took a few minutes to answer some questions regarding his experience there.

What did you most enjoy?

Seeing my daughter Alethea, who is teaching English there, was obviously the highlight. But after that I think visiting the Great Wall of China.

It was magnificent, but also intriguing. The trajectory of the wall made no sense to me. It meanders all over the place in what appears to be haphazard directions with spurs heading off here and there that go nowhere!

Did any experience take you by surprise?

Though I was well aware that China purports to have religious freedom, I still was surprised that when we attended a Christian church we had to show our passport to prove that we were not Chinese citizens. It was interesting to experience that first-hand.

What cultural differences stood out to you?

Business transactions appear to have a lack of honor in various fashions. The Chinese look at a business deal differently than we do. If material costs change, a better deal comes along, or other things change, they don't feel the moral compulsion to maintain the original agreement. To them, "flexibility" is just good business, and not a moral or ethical issue.

Did visiting China change you?

I left China with a greater appreciation for Alethea's work in China and it was hard to say good-bye. I certainly have a greater love and appreciation for the people of China now...but at the same time I was extremely grateful to come home to a country whose foundation is honoring God's principles.



What are customers saying about the reviews conducted by Mark Glidewell & Wendy Nunnally?



"We really did appreciate the great job that Mark and Wendy did in reviewing our insurance needs. The questions they asked us were insightful, and I felt that they were helping us come to a realistic assessment of what we need to do to update and improve our insurance coverage. Mark and Wendy obviously work well together as a team, letting us know that they could pursue something further if the answers weren't already at their fingertips. It was all done in a very friendly and relaxed way." – Carla

Thank you Carla for the kind words!

Annuities are popular...but are they appropriate?

Mark Glidewell



Record sales and recommendations by the White House's Middle Class Task Force have made Annuities one of the 'hottest' insurance products sold in the United States.

BUT...does this mean you should purchase an annuity?

Q: Why are annuities purchased?

A: **Comfort.** A way to insure against out-living your income when you retire. And, many financial planners recommend them as a tool to

balance retirement portfolios.

But I have concerns some are jumping into an annuity purchase too quickly. . . are they certain this is best for them?

Annuities are complicated instruments with a **wide variance** in pricing, options and 'guarantees'.

If you are considering an annuity, make sure you've properly reviewed your options and read the fine-print because once the purchase is finalized it can be costly to back out.

Insurance tip for GUN OWNERS



With Safeco Insurance you are covered **up to your full 'personal property'** limits for theft of gun **and equipment** as opposed to the common \$2,000 limit.

The words, "**and equipment**" are key as this can include ammunition, loading equipment, cases, etc.

What would it cost to replace **all** of your guns **and equipment** if they were stolen?

Is your home insurance with Safeco? If not, you may need to review this limitation on your policy.



How is your CREDIT affecting your insurance???

In May GIG will introduce its first "E-mail Special Report".

How does "Credit Scoring" affect insurance premium, action you can take and a few secrets you may not have known!

***IMPORTANT: THIS WILL COME
IN E-MAIL FORMAT ONLY!***

***If your e-mail address has recently changed or
you fear it may not be on record, call our office
immediately to update your information!***



become a fan


of GIG at Facebook! Valuable information, tidbits and updates...every day!

Currently there are 117 fans...a special prize for the 150th fan!!!

Just visit www.facebook.com/giig1



IN MARCH WE GAVE \$45 TO
CITY LIFE THANKS TO YOUR REFERRALS!

REMEMBER... 



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New **City Life** Building – Almost Completed!

Each time you refer business to us, \$5 in your name will be donated to '**CityLife**' – A Western Montana Youth Outreach.

Do you have a friend who would like to review their insurance costs?

And speaking of 'City Life' – go to the web-site below and help them win a Pepsi sponsored opportunity to receive funds to Finish their building!

- [Finish the City Life Community Center in Missoula Montana | Pepsi Refresh Everything](http://www.refresheverything.com) www.refresheverything.com

Vote for the most refreshing ideas to win Pepsi Refresh Project grants for Neighborhoods.