



6677 Carmody Ct. PO Box 80
Newburg, WI 53060-0080
Phone: (262) 675-6557
Fax: (262) 675-6567
Email: office@ckservicesinc.com
Website: www.ckservicesinc.com

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March 12, 2021

RE: Letter of Recommendation for Jake Wunder with Family Heritage (Globe Life)

To Whom it May Concern,

C&K Services, Inc. of Newburg has since signed on with Jake from Family Heritage for some of our secondary insurances. We currently have a different company to offer our employees some of the same insurances that Family Heritage offer, however, their plans and payouts are much greater than what we currently have!

Jake came here on a Monday to meet with everyone and spent a great deal of time explaining all the different policies they have to offer. He gave scenarios of past and current experiences that he has gone through showing everyone the benefit of being a part of Family Heritage versus other companies that offer similar policies. After the meeting, he took the time to meet with some of the employees on an individual basis but with our business being an exterior home improvement company, the field guys do not stick around long so he also came in four mornings in a row to catch employees before they left and even went to the job sites to speak with them on their lunch breaks!

He has gone above and beyond to educate people on the benefits of signing up with Family Heritage!

For my personal note, Jake came in last July when C&K is at the busiest time of the year so I had asked if he could come back in March when it is not so busy. Well, I should have taken the time to listen to him because at the end of August last year, my husband ended up have some major heart issues, he not only had bypasses but complications after. Was in the ICU twice and spent many other days in the hospital after that. The reason for my story, is that if I would have signed up last year, Family Heritage would have paid out *thousands* of dollars more than the current company I have. Thank goodness my husband is fine but that extra money sure would have helped!

So, please take the time to listen to all their benefits – you will not be sorry!

Regards,

Cindy Fergus
C&K Services, Inc. of Newburg
Office/HR Manager