VALUE-ADDED SERVICE SCHEDULE FOR RMG CORPORATION

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| **January** | **February** | **March** |
| Newsletter | Newsletter  . | Newsletter  Pre-approach Letter |
| **April** | **May** | **June** |
| Client Roundtable  Newsletter | Safe Lifting Program  Newsletter | Birthday Card  Newsletter |
| **July** | **August** | **September** |
| Holiday Card | Training - Diversity  Agency Workshop  Newsletter | Newsletter |
| **October** | November | **December** |
| Newsletter | Newsletter  Loss Control Visit | Newsletter |
| Other Initiatives:   * Attend annual convention. * Maintain clipping file and forward as appropriate. * Association leadership activities * Publish insurance column | | |