

**Midwestern  
National Life**

June 9, 1993

Mr. Henri R. Bersoux  
Senior Communications Associate  
American Council of Life Insurance  
1001 Pennsylvania Avenue, N.W.  
Washington, D.C. 20004-2599

Dear Henri:

Just a note to say how much we enjoyed the media training you provided us last week. All five of us felt that the seminar was and will continue to be extremely valuable to us, if only to get rid of the "boogie men" represented by media interviews and presentations.

You and Art did a superb job to the point where some of us are going to get involved in local media programming to detail the positive side of the life insurance story.

Very truly yours,



NJD/eas  
cc: Gene Grabowski  
Director of Media Relations

NICHOLAS J. DiCICCO, JR., LLIF  
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