

Gulf Insurance Co. K.S.C.

Authorised and Paid Up Capital K.D. 11,319,000
Registered in accordance with Insurance Companies and
Agents Law No. 24 for 1961 Insurance Licence no. 2
C.R.No. 9390

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9th June 2002

Dear Raja

I am pleased to enclose the latest issue of our customer newsletter "The Good Life!" now being distributed to 3,000 people in Kuwait and internationally.

Following the recent memorable training event which you gave to GIC staff in Kuwait, we felt the best way we could thank you was by including reference to you in our customer newsletter – we believe in sharing good news!

You will be pleased to know that we doubled our sales production for the two months following your visit!

I will be spending some vacation in Lebanon in August and look forward to meeting with you then to plan together your next training visit for GIC which I anticipate could be in October.

I look forward to seeing you soon and remain

Yours sincerely,



Shaun McCarthy
Business Development Manager
Individual Life & Health Department

Cc: Mr Khalid Al-Hassan
Managing Director & Chief Executive Officer