

American National announces record growth of multiple line field management

Companies on track to double multiple line agency force by 2020

American National announces its single largest multiple line field sales management gain in more than a decade. In 2014, American National, which includes Farm Family, saw a more than 20 percent increase in the number of their Multiple Line General Agents (MLGAs). The MLGAs recruit, select, train and motivate agents to succeed.

Over the past year, American National embarked on a mission to identify and select qualified field sales leaders to help lead new agents who were recruited and trained through their innovative Agent Career Program (ACP). American National has long-term goal to double its field agency force by the year 2020 and after experiencing significant growth within the first year of the ACP's release, it is currently on track to meet that objective.

"The record growth we've experienced in the last year is reflective of the unparalleled career opportunity we offer," said Gary Lukovich, vice president of multiple line distribution and sales. "At American National, we are focused on improving the lives of the clients we serve with quality insurance products and services. Our MLGAs are instrumental in guiding the agents to provide the personalized service that has become a hallmark of our companies."

To learn more about agent or sales management career opportunities through American National, go to AgentCareerToday.com or FarmFamily.com/AgentCareers.

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About American National

American National Insurance Company (American National), headquartered in Galveston, Texas, was founded in 1905 and is licensed in all states except New York. American National and its subsidiaries offer a broad line of products and services, which include life insurance, annuities, health insurance, credit insurance, pension products and property and casualty insurance for personal lines, agribusiness, and certain commercial exposures. The American National companies operate in all 50 states.

American National established a dedicated property and casualty division in 1973 with American National Property And Casualty Company, Springfield, MO. This company serves thirty-eight states not including New York. To better serve the unique insurance needs of the agricultural market, American National acquired the Farm Family group of insurance companies based in New York in 2001.

For corporate and investor relations information, go to American National's web site at www.anico.com.