



## Speech of Peter Feigl, the IUCAB International Agent of the Year 2018

At the beginning of my working life, I was working as a sales employee. And now I am a very successful commercial agent.

Now you are probably wondering how I got here? I would like to tell you a little story: Just imagine a dog and a fox.

The dog gets the same amount of food every day. On the one hand, the dog enjoys a comfortable life but on the other hand, the dog is chained and has to carry out instructions from his owner. He is not free! For me, the dog is the symbol of the sales employee in a company.

And THEN there is the fox. The fox has to look for his own food every day.

On bad days, the fox is starving because there is no food at all, but on good days he catches a rabbit and on perfect days he catches a bear. First of all, the fox is free and can determine his own success. To me, the fox is a symbol of the commercial agent.

I was a dog for long time when I worked as a sales employee. But I got rid of my chains and became a fox. I was convinced that I would be successful and wasn't afraid of being hungry. Of course, there were times of starvation. At the beginning I was satisfied with little food. But being smart like a fox, I learned very fast.

Nowadays, I can enjoy a great dinner very often!

To me, commercial agents are ALL like foxes. If we see a nice dinner coming, we are smart and very fast.

Keep on living a successful and independent life as a fox!

I am very proud to be a commercial agent.