



## PATRICK BARCLAY REACHES \$100 MILLION OF IN FORCE BUSINESS

It was a weekday evening and **Patrick Barclay, LUTCF**, was out visiting a client. This particular client happened to live on a farm, quite a ways out of town. While he sat at his client's dining room table filling out the application paperwork, a bunch of noise erupted from the back door. Patrick's client stood up and said that his pet must be hungry. Patrick thought that it must be a dog... this is a farm, after all, and all farms have dogs. **Right?**

As soon as his client opened the back door, an enormous potbelly pig came storming through the house and ran all around the dining room. "I couldn't believe it," said Patrick. "There I was trying to be serious and fill out the paperwork while a potbelly pig ran around me and under the table."

While Patrick has some great stories to tell, he has also been creating a great story for himself. **Patrick has reached \$100 million of in force life insurance business and joins an elite group of producers.**

Patrick began his life insurance career in 1980 with Fidelity Union Life and quickly earned success. He was not only named a Top 10 Rookie of the Year his first two years, but he soon qualified for the Million Dollar Round Table. Just seven years after his start, Patrick established his own agency, **Barclay & Associates**, in 1987 and continued his success.

"It's one of the toughest businesses in the world to succeed in," said Patrick. He mentioned that 90% of the people fail in the first three years of the business, but it becomes better once you establish a solid client base. "It's still a tough business, but I work a lot smarter now."

Patrick became interested in the business because of his father. His father owned a radio station and was also the outside sales person. Patrick noticed the amount of freedom his father had and he liked the idea of not having a boss. So, Patrick decided that a career in life insurance sales was a good route to take. Along with the freedom, he also liked **helping people** financially protect their loved ones.

Patrick recalled a recent case where a 10-year client of his finished military duty and joined a local police department. After setting up an appointment to review his client's situation they decided to take out more life insurance. Not long after that appointment, his client was killed in the line of duty as a police officer. "The surviving spouse was very **grateful for the guidance**," said Patrick. He helped her set up a retirement plan with the policy's death benefit and she is on her way to a **sound financial future**.

Patrick received a bachelor's degree from East Carolina University in Greenville, North Carolina and has continued to further his professional skills throughout the years. He has shown **remarkable professionalism** and **dedication**. Patrick and his wife, Linda, reside in Virginia Beach, Virginia where the story continues. **Congratulations, Patrick, on your accomplishment!**

### **Barclay & Associates**

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