



**Simon Kim**, Epi-Digm, Inc., Garden Grove, CA  
**& Sam Pitt**, Regional Marketing Director

Independent producer Simon Kim's (left) agency experienced growth in 2010, increasing production with Columbus Life 33 percent over 2009, and adding new staff. "Our agency became very familiar with Columbus Life business processes and found ways to present the company and products well," he explained. "I also recruited many agents who were new to the financial services industry. I had to be patient with them and provide much training. However, it paid off."

Simon's hard work and determination come from his mom, a single parent. She emigrated from South Korea accompanied by teenage Simon and his brothers. "She came to this country to provide better opportunities for her three sons," he remembers. "She put all three of us through college, even though she had to sacrifice a lot financially. Her strong work ethic greatly influenced my two younger brothers and me."

*"We continue to do business with Columbus Life because of the personalized support, ease of access to home office personnel, educational opportunities, its reputation, and the strength of the company."*

*Simon Kim, Epi-Digm, Inc.,  
Garden Grove, CA*

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