



**RODERICK P. HANSEN**  
CFP, CLU, ChFC  
Regional Vice President

October 12, 2009

Gerald J. Silverman, CLU  
Income Planning Associates  
9245 S W 157th St  
Ste 205  
Palmetto Bay FL 33157

Jerry:

It has been my pleasure to work with you and your staff over the last 10+ years in placing many Pacific Life policies on your clients.

I have always found you and your office to handle your clients in a very professional and personal manner as well as your numerous dealings with Pacific Life whether it be a simple case scenario or one that is quite complex.

I most certainly would recommend you to future clients who are interested in someone who takes a very personal interest in their financial well being and interested in working with someone who considers many possibilities that will fit best in their best interests.

Sincerely,

Roderick P. Hansen, CFP, CLU, ChFC, AEP  
Regional Vice President, Regional Life Office

**PACIFIC LIFE INSURANCE COMPANY**

South Florida Regional Life Office

2385 Executive Center Drive, Ste 260, Boca Raton, Florida 33431 Tel (561) 912-1300, (800) 800-2599, Fax (561) 912-0026

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