

Today I officially announce my retirement. 25 years ago I left a really great job as the band & choir director at Harrisburg High School to start a totally new career with Horace Mann. I remember being scared to death “this could fail miserably,” I thought. My wife cried when she read my resignation letter, and I sat out in the school parking lot for a half hour not being able to walk in and deliver it. I was really terrible at being an insurance agent for my whole first year, until I finally got the confidence to quit trying to act the way I “thought” an insurance agent should act and just be myself. People like you started telling their friends about me, and all of a sudden, things finally started to take off...thank God, ‘cuz I was almost broke!

What a total blast this has been! And I could say all the normal stuff you’d expect in a retirement letter, but most of you who know me already know how grateful I am for you, my wonderful clients, and some great staff I’ve had over the years, especially my very devoted organizer, Pat Hartman, who many of you have spoken with on the phone over the years. I just can’t say thank you enough, everyone! It wasn’t a job for me, it was something for which I felt great passion—genuinely fun!

Last year my wife, Marta, retired from teaching to stay at home and babysit our firstborn grandson full-time. Coming home for lunch to play drums with the little guy and march around the house with plastic band instruments has made me realize there are more important things in this world than the career I held most dear. I’ve decided to invest the next chapter of my life in playing with grandkids, actually learning how to play drums (I’ve been faking it since 1985) and floating around in an old boat my dad built back in 1959.

What’s next for my clients? Well, you’re finally getting a good agent! Patrick Ebert will be taking over for me January 1, 2023. He has been my right hand for the past seven years; most of you already know him. His educator parents have been clients of mine forever, and his dad was even an agent for me. His wife, Bridget, is a teacher at Tri-Valley, and coincidentally, one of my favorite band students ever! I handpicked this young man to replace me not only because he’s talented, but mostly because he genuinely cares for people. When you work with him one-on-one you’ll see it firsthand.

I remember when my favorite pastor left our small country church, “You’ll be getting a new pastor now, and that means I can’t come back and do your weddings or your funerals, etc.” and sadly this is true for me, as well. Though I am staying on with Patrick in a diminished capacity, I’m letting all my licenses go. This means I will no longer be a Registered Representative and cannot service clients or give advice. I will however continue to bake caramel and cinnamon rolls, which is the only reason some of you are even clients of mine in the first place. Bwahahaha! Thanks again for allowing me to be your agent!

Sincerely,

William Hoffman, Agency Owner