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About the Author. In 1967, A. L. (Art)

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Williams, Jr. was a high school football coach in south Georgis making \$10,700 a year. He founded A.L. Williams in the 1970s and built it to the number one seller of individual life insurance in America during the 1980s. Today, Art is retired from the financial services industry.

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CRUSADER. Art Williams was born in
1942 in Waycross, Georgia, to a middle-
class, Christian family, and grew up in
nearby Cairo, with the dream of
becoming a football coach. After college
and two high school coaching jobs, he
took the head coaching job at Kendrick

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High School in Columbus, Georgia,
where he built a newly-formed team into
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STORY PART 1**

Arthur L. "Art" Williams Jr. (born April 23, 1942) is an American insurance executive living in Palm Beach, Florida. He is the founder of A.L. Williams

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& Associates, known as Primerica
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ventured into professional sports,
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