

United Funeral Directors Benefit Life Ins. Co.
United Funeral Benefit Life Ins. Co.

80
YEARS

January 2018

**UBI "OUR BEST ALWAYS"
NEWS TO "U"**

 **United
Benefits Inc.**
Since 1938

UNITED BENEFITS, INC.

Vol. 80 No. 1

Richardson, Texas

OLYMPICS

Next month, from February 9th through February 25th, the XXIII Olympic Winter Games will be held in Pyeongchang, South Korea.

There will be an estimated 90 nations participating. This will be South Korea's second Olympic Games and its first Winter Games; Seoul hosted the Summer Games in 1988. Pyeongchang will be the third Asian city to host the Winter Games; the first two were in Japan, at Sapporo (1972) and Nagano (1998).

The 2018 Winter Olympics will feature 102 events in 15 sports. Four new disciplines in existing sports will be introduced this Olympics, including big air snowboarding, mixed doubles curling, mass start speed skating, and mixed team alpine skiing.

Soohorang, the mascot of the 2018 Olympic Winter Games took its motif from the white tiger.



PyeongChang 2018

The compactness of the venues of the 2018 Winter Olympics and Paralympics in Pyeongchang was one of the winning arguments of

the bid. The Games are gathered around two main venues, the mountain resort of Alpensia for the outdoor sports (Nordic and alpine skiing, bobsled, etc.) and the coastal city of Gangneung for the indoor sports (figure skating, hockey, curling, etc.).

The next Summer Olympics, in 2020, will be held in Tokyo, Japan.



December Winner

Blanca Orozco!!

11,194 points

*Agent with the highest monthly points
wins \$750.00 and 500 bonus points
(\$1000.00 if over 10,000)*

WAY TO GO!

Blanca!!!

*Agents with over 4,000 points win \$200.00
(\$500.00 if over 5,000 and \$750.00 if over
10,000) Additional December Winners:*

Ronnie Nutt	6,448 Points
Alva Louise Rand	6,307 Points
Jacob De Leon	6,062 Points
Belinda Palomo	5,737 Points
Israel Ramos	5,038 Points
Jose Luna	4,142 Points



January

TOM SAYS...

SET, RECORD, PLAN (ACTIVATE), AND ACHIEVE 2018 GOALS

Almost all of us in sales set goals. What we do with our goals is much more difficult. Every guru on self management will tell you how important it is to make a plan of action if you are to be successful in meeting your goals. We've all heard it, right? How come, then, so many of us fail to develop that plan and make it workable? The answer, I think, is that most of us do not trust in the dynamics. Commit to the following and it may just produce the results that will help build that trust for success today and in the future.



SELLING POWER magazine recommends that you ask yourself these seven questions to turn your goals into a down-to-earth achievement:

- What's the job?** Think of your goal as employment. You are hiring yourself to accomplish a project. Write out a job description that lists tasks that will get you moving toward your goal.
- What will you get?** Will reaching your goal mean more money, allow you to obtain an award, win a trip, or make you more secure?
- How will you rate yourself?** Are you comparing your efforts to a competitor's, to your peers, or to an expert in your field? Is there a standard of excellence you're striving for?
- What is your timetable?** Set deadlines: weekly, monthly, or yearly. To even make it better, think hourly or daily.
- What are your priorities?** Often, important goals get set aside because there is always something else that needs to be done now. List your "must do" items in order of priority. Look at them often.
- How difficult are your goals?** If possible, break your goals down to steps you can take incrementally along the way. In this way you can reward yourself for progress and keep from getting discouraged when the going is roughest.
- Who else will be affected?** Are you part of a team effort? Who else needs to be on board? Discuss your goals with everyone involved, including your spouse. Do your supporters know what it takes for you to accomplish your goals? Get them involved and they will understand your needs and help you.

So, for success, set your goals. Then do the next part, make a plan by answering these few questions. Do it in writing. This plan can turn your goals into a "hold-in-your-hand" fulfillment of your highest expectations.

One other thing - you don't have to, but take a risk and share your goals with your manager or a peer who will do the same with you. Make a competition out of it. It will make it more exciting and will help you both be accountable for the results.

Office Celebrations!

Birthdays:

Karen Baumgardner

(January 9th)

Alicia Farrar

(January 9th)

Venna Voyles

(January 10th)

Alma Ayala

(January 27th)



Quote for the Month:

"Rejoice always, pray continually, give thanks in all circumstances..." 1Thessalonians 5:16-18

ALASKA

Announcing the Agent Trip Destination: Alaska! Winners in the 2018 agent contest will travel to Alaska on an Alaskan Cruise in the early Summer of 2019.



Workplace Safety Tips

Here are 10 workplace safety tips to remind us all how important safety is as we start the new year:

1. **Be Aware of Your Surroundings.** Keep clear of potential hazardous areas or situations. Always be alert of machinery.
2. **Keep Correct Posture to Protect Your Back.** If you work at a desk, keep your shoulders in line with your hips to avoid back problems. Use correct form when picking things up, so your back doesn't get hurt. Avoid stooping and twisting. If possible, use ergonomically designed furniture and safety equipment so everything you need is within easy reach.
3. **Take Regular Breaks.**
4. **Use Tools and Machines Properly.**
5. **Keep Emergency Exits Clear.** Also be aware of, and keep clear access to, emergency cutoffs for equipment.
6. **Report Unsafe Conditions to Your Supervisor.**
7. **Use Mechanical Aids Whenever Possible.** That dolly or wheelbarrow is worth the extra minute to retrieve it. Too many injury risks are involved with trying to lift something that is too heavy.
8. **Stay Sober.**
9. **Reduce Workplace Stress.** To the extent possible, avoid conflicts and long hours.
10. **Wear the Correct Safety Equipment.**



Fun Facts about Alaska

Did you know that in Alaska, it is illegal to push a moose from a plane or to give a moose a beer? We can only assume those two are unrelated.

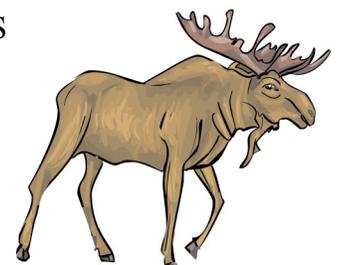
The official state sport is dog mushing.

Russia sold Alaska to the United States in 1867 for \$7.2 million, about 2 cents an acre.

The state flag was designed by a 13 year old native orphan boy, Benny Benson, in 1927 as the winner of a statewide contest. He received a \$1000 scholarship and an engraved watch as his prizes.

Alaska was admitted into the United States in January 1959. With more coastline than the other 49 states combined, its land area is by far the greatest of any state, at over 663,000 square miles, or over twice the size of Texas. Its population, at 740,000 in 2017, is ranked 48th, with only Wyoming and Vermont having fewer people.

About 65% of all land in Alaska is owned by the US Government. Another 24% is owned by the Alaskan state government. Native corporations own another 10%, leaving only 1% held by other private interests.



**UFBLIC / UFDBLIC
CELEBRATING 80 YEARS of SERVICE
2018 CONTEST STANDINGS**

Alaskan Cruise— early Summer 2019

1 month - December 2017



AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
OROZCO, BLANCA I	1	-	11,694	11,694	CHAPA, ZANDRA	16	-	2,725	2,725
NUTT, RONNIE	2	-	6,448	6,448	WELCH, MARK E	17	-	2,661	2,661
RAND, ALVA LOUISE	3	-	6,307	6,307	ROBERTS, MONTY B	18	-	2,431	2,431
DE LEON, JACOB	4	-	6,062	6,062	MORRIS, WILLIAM N	19	-	2,305	2,305
PALOMO, BELINDA	5	-	5,737	5,737	COBOS, LUIS ROBERTO	20	-	2,160	2,160
RAMOS, ISRAEL	6	-	5,038	5,038	MOORE, CASSANDRA	21	-	2,109	2,109
LUNA, JOSE	7	-	4,142	4,142	JOHNSON, BENETHA	22	-	2,076	2,076
RICHTER, JAMES A	8	-	3,916	3,916	MORENO, JIMMY	23	-	2,049	2,049
SINGLETON, DAVID	9	-	3,623	3,623	BROWN, TIMOTHY	24	-	2,022	2,022
COBOS, MARIA ELENA	10	-	3,245	3,245	JOHNSON, PHILLIP	25	-	2,000	2,000
MARTINEZ, MARICELA	11	-	2,978	2,978	ARENAS, TOMASA	26	-	1,980	1,980
RUIZ, AMOS	12	-	2,963	2,963	RAMOS, ALMA ROSA	27	-	1,652	1,652
ESCHITI, LARRY D	13	-	2,883	2,883	LOPEZ, JOSE M	28	-	1,639	1,639
FERNANDEZ, MARIA	14	-	2,846	2,846	OROZCO, JIMMY E	29	-	1,515	1,515
CANTU, ANA D	15	-	2,787	2,787	GARCIA, TITO E	30	-	1,491	1,491

* 40,000 Points And Over Awarded On Policies Issued From December 1, 2017 to November 30, 2018 With 70% Persistency Wins Trip. There are other requirements and limitations. See contest rules for details.

Top Agencies: Juan Garza - 57,201 points; Joe Lopez -19,106; Blanca Orozco - 15,555

Top FHs: Legacy FH -22,014; Hernandez-Lopez & Sons FH - 15,991; Memorial FH -14,357

United Funeral Directors Benefit Life Ins. Co.
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PO Box 831670
Richardson TX 75083-1670

Phone: 469-330-2200
Fax: 469-330-2204

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A Winning Attitude