

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

UNITED BENEFITS, INC.

Vol. 81 No. 6

Richardson, Texas

**SACRIFICE**

**May Winner**

**Christian Avalos!!**

**19,696 points**

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

**WAY TO GO!**

**Christian!!!**

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

|                        |               |
|------------------------|---------------|
| Blanca I Orozco        | 10,120 Points |
| Esther Calvo Avalos    | 9,004 Points  |
| Jimmy Moreno           | 8,251 Points  |
| Blanca Esthela Ramos   | 6,884 Points  |
| Larry D Eschiti        | 6,782 Points  |
| Tim Wilson             | 6,733 Points  |
| Ana M Herrera          | 6,640 Points  |
| Timothy Brown          | 6,276 Points  |
| James A Richter        | 6,229 Points  |
| Maria Lourdes Gonzalez | 5,812 Points  |
| G Olinka Gomez         | 5,757 Points  |
| Maricela Martinez      | 5,568 Points  |
| Maria D Fernandez      | 5,376 Points  |
| Amos Ruiz              | 5,190 Points  |
| Luis Roberto Cobos     | 5,137 Points  |
| Jose Luna              | 5,107 Points  |
| John David Santos      | 4,812 Points  |
| Mark E Welch           | 4,613 Points  |
| Margaret A Johnson     | 4,043 Points  |

Why such sacrifice to invade France on D-Day on June 6, 1944? Some thoughts from a D-Day speech at Normandy, France:



“We are gathered here on Freedom’s Altar. On these shores, on these bluffs, on this day 75 years ago, 10,000 men shed their blood, and thousands sacrificed their lives, for their brothers, for their countries, and for the survival of liberty. They won back this ground for civilization.

They were the citizens of free and independent nations, united by their duty to their compatriots and to millions yet unborn. There were the British, whose nobility and fortitude saw them through the worst of Dunkirk and the London Blitz. The full violence of Nazi fury was no match for the full grandeur of British pride. There were the Canadians, whose robust sense of honor and loyalty compelled them to take up arms alongside Britain from the very, very beginning.

There were the fighting Poles, the tough Norwegians, and the intrepid Aussies. There were the gallant French commandos, and finally, there were the Americans. They came from the farms of a vast heartland, the streets of glowing cities, and the forges of mighty industrial towns. Before the war, many had never ventured beyond their own community. Now they had come to offer their lives half a world from home.

To all of our friends and partners: Our cherished alliance was forged in the heat of battle, tested in the trials of war, and proven in the blessings of peace. The blood that they spilled, the tears that they shed, the lives that they gave, the sacrifice that they made, did not just win a battle. It did not just win a war. Those who fought here won a future for our



nation. They won the survival of our civilization. And they showed us the way to love, cherish, and defend our way of life for many centuries to come...we pledge that our nations will forever be strong and united... And our children, and their children, will forever and always be free.”

*Excerpts from speech June 6, 2019 by President Trump*



# TOM SAYS...

## BE READY

You never know what you're going to encounter on your next sales call. Ask anyone who's been in sales for a few years and you'll hear all kinds of wild stories. So make sure you are ready for your next presentation. It may be the most important aspect of your sales call.

"Being ready" may make the difference between getting your foot in the door or being stopped cold at the door with no chance at all for a presentation. It can be the catalyst for being invited into the prospects home resulting in a successful conclusion for your efforts.

"Being ready" begins with a thorough knowledge of our company's products. Don't even attempt to make a call without this knowledge. It also includes finding out as much about your prospect as you can. This may be impossible with many of our leads, but if the lead comes from the funeral home, you should ask funeral home personnel to tell you what they know about the prospect. This can give you a "heads-up" on the product that will best meet the prospects needs. It can also give you valuable information that can more quickly help you develop a rapport with the prospect.

Critical thinking is also part of being ready. Before a sales call you should always prepare your thoughts and emotions. Doing so may very well tip the scales in your favor. Consider the following pre-call checklist:

- Be sure your self-talk is positive.** Remind yourself that you have a product that fulfills an inevitable need for the prospect and creates value for every party involved. Remember also that you are only there because you have been invited.
- Be realistic about your expectations.** Recognize in advance that you may not sell everyone you make a presentation to and prepare yourself to respond to the resulting disappointment. Remember that it may take more than one call to make the sale.
- Be flexible.** Don't be rigid about sticking to a canned presentation. Give your prospect the opportunity to tell you what he or she thinks will best fill their need. Determine, in advance, to let the conversation flow, while still keeping it on point.
- Ask questions.** Every salesperson should have several open-ended questions prepared in advance that will start the prospect thinking. Use them at the appropriate time and your prospect will feel that they have been involved in the buying process.

**SO BE READY FOR YOUR PRESENTATION.** It will definitely result in more closed sales.



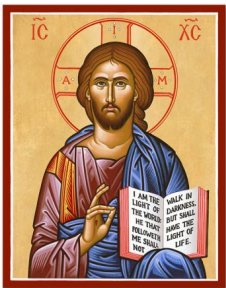
*Tom R. Elam*

## Who Said It?

Can you match the statements below to the person who first said or wrote them, from the list of names below the statements? A person may have more than one statement, and some are not associated with any of the statements. Answers at bottom.

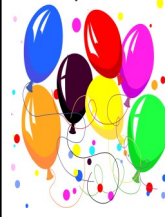
1. Love your neighbor as yourself.
2. The poor you will always have with you.
3. Love your enemies and pray for those who persecute you.
4. Whoever is not against us is for us.
5. Be as shrewd as snakes and as innocent as doves.
6. Do not worry about tomorrow, for tomorrow will worry about itself. Each day has enough trouble of its own.
7. I did not come to bring peace, but a sword.
8. The truth will set you free.
9. Give back to Caesar what is Caesar's and to God what is God's.
10. Greater love has no one than this: to lay down one's life for one's friends.
11. Many who are first will be last, and many who are last will be first.
12. Whoever wants to become great among you must be your servant.

- |                            |                      |
|----------------------------|----------------------|
| A. Confucius               | H. Muhammed          |
| B. Moses                   | I. Dwight Eisenhower |
| C. Socrates                | J. Jesus Christ      |
| D. Abraham Lincoln         | K. Sigmund Freud     |
| E. Ronald Reagan           | L. The Apostle Peter |
| F. The Apostle Paul        | M. Barack Obama      |
| G. Martin Luther King, Jr. | N. Mark Twain        |



1. & 2. B. Moses (Jesus quoted these)  
 3. through 12. J. Jesus Christ made all of these statements  
 Biblical references in order: Leviticus 19:18 & Luke 10:27;  
 Deuteronomy 15:1 & Mark 14:7; Matthew 5:44; Mark 9:40;  
 Matthew 10:16; Matthew 6:34; Matthew 10:34; John 8:31;  
 Matthew 22:21; John 15:13; Matthew 19:30; Mark 10:43

## Happy Birthday!!!



**Tamika Whaley**  
 \* June 30th \*



## Thirty Years Ago

In stark contrast to D-Day memorials, this month also marks a different kind of anniversary - thirty years since the Tiananmen Square Massacre.

China, as a Communist socialist country, does not give its citizens the freedoms and liberties that we take for granted, such as freedom of speech, freedom of the press, and religious freedom.

In the 1970's and 1980's, facing the failing economic conditions that always accompany socialism, the Chinese government began to institute reforms that established a limited form of capitalism. This improved conditions significantly, and production increased by leaps and bounds. There were ongoing problems, however, with corruption and nepotism. Many also felt the education system did not prepare people for jobs in the changing economy. A lack of freedom thwarted innovation.

Beginning in April 1989, a group of student protesters began a movement that culminated in over one million protesters at Tiananmen Square alone, with many more elsewhere in China. They sought freedom and democracy.

Ultimately, the Chinese government cracked down on the protesters on June 4, 1989, killing hundreds or perhaps thousands depending on different estimates. Thousands more were arrested, some of whom were executed.

There will be no celebrations or commemorations this month in China for the protests and the massacre. The Chinese government forbids it.

The image of an unidentified man standing alone in defiance and blocking a column of Chinese tanks on June 5 remains a lasting one for much of the world of the events.

He is now renowned as the "Tiananmen Square Tank Man."



**UFBLIC / UFDBLIC  
CELEBRATING 81 YEARS of SERVICE  
2019 CONTEST STANDINGS  
\*The Bahamas -Spring 2020\***



6 months ending May 2019

| AGENT               | #  | Prior   | This Month | Total Points | AGENT                 | #  | Prior  | This Month | Total Points |
|---------------------|----|---------|------------|--------------|-----------------------|----|--------|------------|--------------|
| AVALOS, CHRISTIAN E | 1  | 173,521 | 20,196     | 193,717      | TRAYNOR, KENT         | 16 | 17,252 | 2,581      | 19,833       |
| LUNA, JOSE          | 2  | 58,202  | 5,107      | 63,309       | VARGAS, MIRIAM        | 17 | 14,051 | 3,838      | 17,889       |
| OROZCO, BLANCA I    | 3  | 36,911  | 10,120     | 47,031       | BERMUDEZ, JOEL        | 18 | 16,268 | 1,434      | 17,702       |
| RICHTER, JAMES A    | 4  | 36,300  | 6,229      | 42,529       | RUIZ, AMOS            | 19 | 12,448 | 5,190      | 17,638       |
| COBOS, LUIS ROBERTO | 5  | 28,486  | 5,137      | 33,623       | CASTRO, ELVA JUDITH   | 20 | 16,538 | 569        | 17,107       |
| WILSON, TIM         | 6  | 24,670  | 6,733      | 31,403       | AVALOS, ESTHER        | 21 | 7,893  | 9,004      | 16,897       |
| BROWN, TIMOTHY      | 7  | 24,240  | 6,276      | 30,516       | MARTINEZ, MARICELA    | 22 | 10,660 | 5,568      | 16,228       |
| FERNANDEZ, MARIA    | 8  | 23,300  | 5,376      | 28,676       | ESCHITI, LARRY D      | 23 | 9,011  | 6,782      | 15,793       |
| MORENO, JIMMY       | 9  | 18,903  | 8,251      | 27,154       | RAND, ALVA LOUISE     | 24 | 14,714 | -          | 14,714       |
| HERRERA, ANA M      | 10 | 19,220  | 6,640      | 25,860       | OSORIO, MANUEL        | 25 | 13,937 | -          | 13,937       |
| SAUCEDA, EUSEBIO    | 11 | 21,337  | 3,479      | 24,816       | CHAIRES-VALLADARES, E | 26 | 12,048 | 1,550      | 13,598       |
| GOMEZ, G OLINKA     | 12 | 18,604  | 5,757      | 24,361       | DE LOPEZ, JOANNA      | 27 | 11,288 | 2,269      | 13,557       |
| NUTT, RONNIE        | 13 | 19,040  | 3,328      | 22,368       | HERNANDEZ, JOAQUIN    | 28 | 11,814 | 518        | 12,332       |
| GONZALEZ, MARIA     | 14 | 15,461  | 5,812      | 21,273       | JOHNSON, MARGARET     | 29 | 8,283  | 4,043      | 12,326       |
| GILBERT, EVA        | 15 | 19,814  | 1,080      | 20,894       | MORRIS, WILLIAM N     | 30 | 12,171 | -          | 12,171       |

\* 40,000 Points And Over Awarded On Policies Issued From December 1, 2018 to November 30, 2019 With 70% Persistency Wins Trip. There are other requirements and limitations. See contest rules for details.

Top Agencies: Juan Garza - 894,389 points; Jose Calvo -229,635; Joe Lopez - 129,144

Top FHs: Memorial FH -241,505; Ric Brown Family FH - 199,218; Legacy FH - 106,695

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**United  
Benefits, Inc.**

*A Winning Attitude*