

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

UNITED BENEFITS, INC.

Vol. 81 No. 7

Richardson, Texas

WINNERS

June Winner

Christian Avalos!!

25,317 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 June Winners:*

Jacob De Leon	11,753 Points
Esther Calvo Avalos	10,161 Points
Maricela Lozano	8,467 Points
Blanca I Orozco	7,376 Points
Carson Van Zant	7,022 Points
Timothy Brown	6,956 Points
Albert A Kemp	6,664 Points
Eusebio Samuel Saucedo	6,087 Points
James A Richter	5,293 Points
Luis Roberto Cobos	5,131 Points
Elva Judith Castro	4,706 Points
Daniel Salinas Jr	4,318 Points
Rosalinda P Cantu	4,108 Points
Tomasa (Tammy) Arenas	4,103 Points



Winners of the United Benefits Alaskan Cruise 2019. First place winners above, Leon and Velma DeLeon of Memorial Funeral Home, Juan Garza, MGA, and Jose Luna, agent.



TOM SAYS...

MEET THE UBI OFFICE STAFF

Since last introducing our home office to you in the newsletter, there have been some additions to our staff, but a lot has remained the same. We are very fortunate to have staff members that have been with our company for a large number of years.

First, Charlie Allison, our president, and I are still very actively involved with UBI. We are committed to a company that puts its customers first and to keeping the core business practices and values in place that have served us well for the last 81 years.



Gary Cox, our Chief Operating Officer, oversees the managers of the Operations, Information Technology, Accounting, Human Resources and Special Projects areas. He has 36 years of experience in the industry and joined our company 2 ½ years ago.

Betsy Chance is our office manager and VP overseeing all the administrative functions, including New Business, Claims and Customer Service. She manages the support staff and keeps things running smoothly. She has over 28 years of experience in insurance and banking.

Karen Baumgardner is our Treasurer and VP. She has over 37 years of experience in the industry. She prepares the company's financial statements and statutory filings with both the Texas and Oklahoma Insurance Departments. She also is our resident guru on the policy administration system.

Terri Morgan, our Corporate Secretary and VP, continues to serve as our accountant with over 42 years of experience in accounting and related activities. She also takes care of our human resources and corporate records, making sure we comply with all the stringent requirements of the auditors and regulators.

Assisting Betsy as Team Leaders are **Tamika Whaley** (New Business), **Venna Voyles** (Customer Service) and **Suzie Ayala** (Claims). They are responsible for coordinating the day to day workloads in their respective areas, managing the office personnel to accomplish everything in an effective and timely manner.

Assisting the above team leaders are the heart of our operations staff. **Alma Ayala** and **Perla Perez** primarily take care of new business. **Rhonda Carrier**, **Valeria Cantu**, **Nancy Cifuentes** and **Jackie Lopez** primarily take care of customer calls and correspondence. **Shawnee Potts** and **Angie Garduno** primarily take care of paying claims to our funeral homes and beneficiaries.

Kate Kormos works with Gary, Karen, Betsy and Charlie focusing on special projects, system and financial related tasks. Helping out on a part time basis wherever needed are **Joan Rose** and **Anthony Perez**.

Helping me in marketing since June of 2015 is **Natalia Infante**. Natalia is responsible for agent administration including licensing, contracting, points and bonus reporting as well as planning for the agents' award trip each year. New in marketing this year are Marketing Manager, **Eduardo Salido** and Marketing Specialist, **Julia Villareal**. Both are already making huge contributions in our marketing efforts.

In addition to training for specific administrative functions, the staff of UBI continues to improve their skills so as to enhance our ability to serve our customers in an effective and professional manner.

We thank them for committing their professional life and time to that goal thereby insuring "OUR BEST ALWAYS" service is not just practiced some of the time, but all of the time.

THANK YOU, EACH AND EVERY ONE!!




A Special Thanks to Rosalinda P. Cantu, who was present on the trip, but due to an error was not presented with her Top Agency of the Year 2018 Plaque.

Rosalinda has been with UBI for 12 years and we truly appreciate her contribution to our success.

Tom Elam.

**THANK YOU ROSIE!
AND CONGRATULATIONS!**

Happy Birthday!!!



Joan Rose
* July 17th *

Anthony Perez
* July 18th *

Nancy Cifuentes
* July 29th *



The United Benefits group - Award Winners and their guests

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



7 months ending June 2019

AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
AVALOS, CHRISTIAN E	1	193,717	25,817	219,534	CASTRO, ELVA JUDITH	16	17,107	4,706	21,813
LUNA, JOSE	2	63,309	1,870	65,179	DE LEON, JACOB	17	9,282	11,753	21,035
OROZCO, BLANCA I	3	47,031	7,376	54,407	GILBERT, EVA	18	20,894	-	20,894
RICHTER, JAMES A	4	42,529	5,293	47,822	RUIZ, AMOS	19	17,638	3,068	20,706
COBOS, LUIS ROBERTO	5	33,623	5,131	38,754	TRAYNOR, KENT	20	19,833	-	19,833
BROWN, TIMOTHY	6	30,516	6,956	37,472	VARGAS, MIRIAM	21	17,889	1,854	19,743
WILSON, TIM	7	31,403	-	31,403	ESCHITI, LARRY D	22	15,793	3,105	18,898
SAUCEDA, EUSEBIO	8	24,816	6,087	30,903	MARTINEZ, MARICELA	23	16,228	2,504	18,732
FERNANDEZ, MARIA	9	28,676	1,623	30,299	DE LOPEZ, JOANNA	24	13,557	2,966	16,523
MORENO, JIMMY	10	27,154	60	27,214	BERMUDEZ, JOEL	25	17,702	(1,690)	16,012
AVALOS, ESTHER CALVO	11	16,897	10,161	27,058	RAND, ALVA LOUISE	26	14,714	956	15,670
HERRERA, ANA M	12	25,860	-	25,860	RAMOS, BLANCA	27	11,716	3,245	14,961
GOMEZ, G OLINKA	13	24,361	1,065	25,426	CHAVEZ, MARINA	28	11,710	3,229	14,939
NUTT, RONNIE	14	22,368	-	22,368	CHAIRES-VALLADARES, E	29	13,598	1,063	14,661
GONZALEZ, MARIA	15	21,273	1,040	22,313	OSORIO, MANUEL	30	13,937	-	13,937

* 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 - 1,059,600 points; Jose Calvo -267,970; Joe Lopez - 149,370
Top FHs: Memorial FH -300,839; Ric Brown Family FH - 226,761; Legacy FH - 129,178

United Funeral Directors Benefit Life Ins. Co.
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**United
Benefits, Inc.**

A Winning Attitude