

UBI "OUR BEST ALWAYS" NEWS TO "U"

UNITED BENEFITS, INC.

Vol. 85 No. 6 Richardson, Texas

MICHAEL BRESCIA

May Winner Christian Avalos 18,438 points

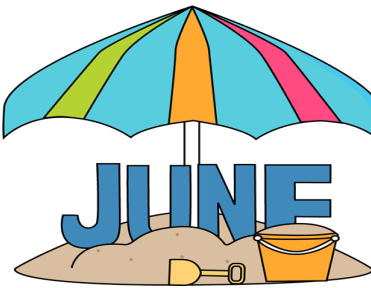
Agent with the highest monthly points
wins \$750.00 and 500 bonus points
(\$1000 over 10,000, \$1250 over
20,000)

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)

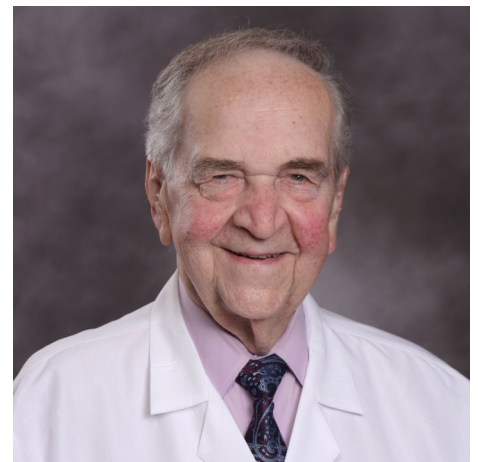
Additional May Winners:

Carilu Cantu	11,783 Points
G Olinka Gomez	10,781 Points
Delia F Valle	10,393 Points
Blanca I Orozco	8,961 Points
Evangelina G Luna	8,473 Points
Monty B Roberts	8,009 Points
Daniel Salinas Jr	6,054 Points
Maricela Martinez	5,391 Points
Delmy L Moreno	5,311 Points
Luis Roberto Cobos	5,149 Points
Dustin B May	5,145 Points
Larry D Eschiti	4,423 Points



Dr. Michael Brescia was a kidney dialysis pioneer and co-founder of modern hospice and palliative care. He died this spring at the age of 90 at his home in New York.

The lives of tens of millions of people have been saved by the invention of Dr. Brescia and his colleague Dr. James Cimino, which provides safe and reliable vascular access for dialysis. Their method, developed in the early 1960's, involves joining an artery and a vein to allow rapid flow of blood into and out of the body, and allowed the same location to be used repeatedly.



Investors were eager to help the two doctors set up dialysis centers that could have cashed in on the technology. Instead, they followed the advice of Dr. Brescia's father and shared their findings by publishing them. "I was 33 years old and this was going to make me rich," Dr. Brescia said later. "I never made money out of it."

He later joined Dr. Cimino at Calvary Hospital, in the Bronx, NY, sponsored by the Roman Catholic Archdiocese of New York, spending more than 50 years there. Their method of handling dying patients is the standard today in the hospice and palliative care field.

"The art of medicine comes from loving your patients and caring for them." His self-chosen inscription on his tombstone reads, "He loved his patients." He is survived by six children and nine grandchildren. His wife died in 2007. Dr. Cimino died in 2010.

In a 1990 interview, Dr. Brescia spoke about his career path: "We took a road. To the left, it looked shiny and gold. But to the right, it looked happier to us."

EDUARDO PRESENTS...

I Got Sold

A couple of years ago I bought a high-ticket training course. The training course I bought was for a high-level lead generation program. But what I want to talk about is buying vs. selling. Notice in my opening I said, "I bought a high-ticket training." At no point in the sales presentation did I feel pressured or being sold to.

What I later learned

After my purchase, I remember thinking about my experience as a consumer with this salesperson. I remember thinking how did I just end up paying thousands of dollars? Usually, I think and think again before buying something. Especially something very costly.

How did I get sold so softly?

After some time, I realized the salesperson's closing strategy. The salesperson used a strategy known as the Socratic selling method. It's a method where the salesperson identifies the needs and wants by asking questions. That's it. It is very easy in theory, but in practice, what takes time to learn is, what are the valuable questions I can ask?

The good news for you

Many of our agents have been in the preneed business for many years. Therefore, every experienced agent will know what questions to ask. For those that are new, I suggest talking to your audience and learning who your customer is.

Why buying is better

Every consumer loves to buy. But every consumer hates to be sold to. What's the lesson learned? Let your customers buy from you, don't try to sell them anything.

How do you do this?

Ask strategic questions about what the customer wants, but most importantly why they want to buy. The "why" will be the emotional side of the transaction. If you bring the emotional side of the "why" into the presentation, you're selling or presenting based on value and not on price. Never sell on price. Try to show value to what's important to your prospect that's in front of you.

Our Best Always,

Eduardo Salido



Garlicky Chicken Piccata Recipe



INGREDIENTS

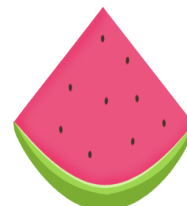
- 1 head of garlic
- 4 tbsp. extra-virgin olive oil, plus more for garlic
- 2 boneless skinless chicken breasts, cut in half lengthwise
- Kosher salt
- Freshly ground black pepper
- Flour, for dredging
- 5 tbsp. butter, divided
- 1/4 c. white wine
- Juice of 1 lemon
- 1/4 c. chicken stock
- 1/4 c. capers
- 1/3 c. Chopped parsley, for garnish

Directions:

1. Preheat oven to 400 degrees F.
2. Prep roasted garlic: Slice off the top of the head of garlic (about 1/4"). Drizzle the cut side with olive oil and roast until soft and slightly golden, about 40 minutes. Let cool, then remove cloves and set aside.
3. Season chicken with salt and pepper and then lightly dredge in flour.
4. In a large skillet over medium-high heat, heat olive oil and 4 tablespoons of butter. Cook chicken in batches until golden, about 3 minutes per side. Remove chicken and set aside.
5. Make sauce: Deglaze the pan with white wine. Add lemon juice, chicken stock, and capers and stir. Add the roasted garlic and bring to boil. Season with salt and pepper.
6. Add chicken into the sauce and simmer for 5 minutes more. In the last minute, add remaining tablespoon of butter.
7. Serve chicken over pasta. Garnish with parsley.

FLAG DAY

In the United States, Flag Day is celebrated on June 14. It commemorates the adoption of the flag of the United States on June 14, 1777, by resolution of the Second Continental Congress. The Flag Resolution, passed on June 14, 1777, stated: "Resolved, That the flag of the thirteen United States be thirteen stripes, alternate red and white; that the union be thirteen stars, white in a blue field, representing a new constellation."



247 Years Ago

From the Declaration of Independence 1776:

We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness.

Our offices will be closed on Monday July 3rd and Tuesday July 4th to celebrate our nation's independence.



May you have a safe and happy 4th of July!

Happy Birthday!!!

Crystal Hernandez

* June 14th *

Tamika Whaley

* June 30th *





**UFBLIC / UFDBLIC
CELEBRATING 85 YEARS of SERVICE
2023 CONTEST STANDINGS
Caribbean Cruise - Spring 2024**



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6 months - December through May

AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
AVALOS, CHRISTIAN E	1	90,878	18,938	109,816	MARTINEZ, MARICELA	16	10,907	5,391	16,298
GOMEZ, G OLINKA	2	36,189	10,781	46,970	KING, JEFFREY W	17	11,778	3,857	15,635
OROZCO, BLANCA I	3	35,610	8,961	44,571	MAY, DUSTIN B	18	10,481	5,145	15,626
CANTU, CARILU	4	31,800	11,783	43,583	GARCIA, TITO C	19	13,687	1,528	15,215
LUNA, EVANGELINA G	5	22,581	8,473	31,054	LUNA, JOSE	20	13,780	384	14,164
MORENO, DELMY L	6	22,916	5,311	28,227	PROCTOR, WALTER J	21	12,797	417	13,214
ROBERTS, MONTY B	7	18,721	8,009	26,730	CASTRO, ELVA JUDITH	22	8,240	3,929	12,169
VALLE, DELIA F	8	15,921	10,393	26,314	CHAIRES-VALLADARES, E	23	8,530	2,605	11,135
RONQUILLO, MANUEL	9	23,072	-	23,072	SILVA, MARIA ELVA	24	10,705	-	10,705
SALINAS JR, DANIEL	10	16,626	6,054	22,680	ELIZONDO, ORLANDO	25	8,327	2,310	10,637
COBOS, LUIS ROBERTO	11	17,247	5,149	22,396	HERNANDEZ, DIANA	26	9,764	707	10,471
RONQUILLO, SANDRA K	12	19,447	-	19,447	GILBERT, EVA	27	8,766	1,699	10,465
ARENAS, TOMASA	13	17,447	1,623	19,070	MELCHOR, MONSERRATH	28	10,063	-	10,063
KENNEDY PRICE, HANNAH L	14	16,464	1,834	18,298	TELLEZ, ANNABEL	29	8,000	2,050	10,050
BOY JR, JESUS EDUARDO	15	18,292	-	18,292	SANTOS, ELIZABETH	30	9,202	-	9,202

** Cutoff for June points is **June 28th** at 4:30 PM **

* 40,000 Points And Over Awarded On Policies Issued From December 1, 2022 to November 30, 2023 With 70% Persistency Wins Trip. There are other requirements and limitations. See contest rules for details.

Top Agencies: Juan Garza - 688,729 points; Jose Calvo – 112,348; Ruth Lozano – 102,063

Top FHs: Memorial FH - 195,620; La Paz Funeral Home – 102,063; Ric Brown Family FH – 77,371

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**United
Benefits, Inc.**

A Winning Attitude