



Since 1938

UBI "OUR BEST ALWAYS"
NEWS TO "U"

UNITED BENEFITS, INC.

Vol. 82 No. 2

Richardson, Texas

BOSTON

January Winner
Christian Avalos!!
17,165 points

Agent with the highest monthly points wins \$750.00 and 500 bonus points (\$1000.00 if over 10,000 and \$1250 if 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 January Winners:

- ★ Timothy Brown 8,884 Points
- ★ Blanca I Orozco 8,266 Points
- ★ Francisca D Garza 6,709 Points
- ★ Esther Calvo Avalos 6,230 Points
- ★ Rodolfo Abrego 6,106 Points
- ★ Luis Roberto Cobos 5,842 Points
- ★ E Chairez-Valladares 4,970 Points
- ★ Maria L Gonzalez 4,968 Points
- ★ G Olinka Gomez 4,801 Points
- ★ Tammy Arenas 4,777 Points
- ★ Jose Luna 4,367 Points
- ★ Albert A Kemp 4,111 Points
- ★ Jose M Lopez 4,025 Points
- ★ Josefina Nunez 4,000 Points



Boston, Massachusetts, is the capital of the state and also the largest city in all of the New England area. It was founded in 1630 by Puritan settlers from the English town of the same name. This was just ten years after the Mayflower landed at Plymouth Rock. The town of Plymouth lies just 40 miles south of Boston and is celebrating the 400 year anniversary of the Mayflower voyage.

Boston was the scene of several key events of the American Revolution, such as the Boston Massacre, the Boston Tea Party, the Battle of Bunker Hill, and the Siege of Boston.



It has many tourist attractions including the 2.5 mile long Freedom Trail. Marked by a line of red paint, the 2.5-mile trail starts at the Boston Common, the oldest park in the United States. The tour leads visitors past the Old State House, the site of the Boston Massacre, where British troops fired into a crowd of protesting citizens. It passes by Paul Revere's House and the Old North Church where two lanterns were hung in the steeple to warn that the British would approach by sea. The end of the path connects with the Harborwalk, leading visitors to the USS Constitution.



Other attractions include the "Cheers" pub on Beacon Street that inspired the television series, the New England Aquarium, the Museum of Fine Arts, Fenway Park where the Boston Red Sox play, and Faneuil Hall, the historic building where many American Revolution decisions were made, and which is now a marketplace. Boston is also the home of Harvard University and MIT (Massachusetts Institute of Technology).

Perhaps most importantly, Boston is the destination for the UBI 2020 contest winners, with the trip taking place in late spring of 2021.



TOM SAYS...

NETWORKING REVISITED

Webster's definition of network is "a group, system, etc. of interconnected or cooperating individuals". In sales, networking is establishing contacts and formal or informal relationships that will help you succeed. To get bottom-line results, you must have contacts that "count" in your network.

Before you can establish "contacts that count" people must know what you do. Researchers tell us that many salespeople have a pathological aversion to letting people know what they do for a living. It is true that many very good friends of salespeople, when asked what their friend does, will reply, "oh, he sells something or the other". Your good friends should be a strong part of your network. They already know and respect you for who you are (and they are still friends) so why not have a chat with them letting them know what you do? In fact, you should tell everyone you meet what you do, including your doctor, your preacher, your barber, and your neighbor next door. Each can become an important link in your network.

Bottom line, it's your responsibility to build your network, as well as to reach out and teach a new contact your name and what you do. To increase your contacts you can also look for group situations such as churches, service clubs and professional organizations where people are already gathered. It is also your responsibility to follow through. Studies show that it takes six meetings with someone before he or she feels comfortable with your character and competence. It is your job to arrange those meetings and use them to build trust and understanding.

There are also other important persons that should be included in your network if you are to become successful as a prepaid funeral salesperson.

First, and perhaps foremost, you must establish a good relationship with the personnel in the companies you are working for. Get to know the people you must work closely with in the office of the insurance company. Try to understand their position when they must call you about a contract or an application. Understand that if they are to provide maximum support to you, they must have a good feeling toward you. The goal is mutual respect and to build a working professional relationship.

Of equal importance is the funeral home that you are selling for. Do your homework and learn how that particular funeral home conducts its funerals. Study the price lists and ask questions if there is something you don't understand. Get to know the personnel well, including the person who must sign your contracts. Be a professional and make sure your contract is complete when presented.

Your peers should also be an important part of your network. Learning from those who are more experienced than you can give you invaluable training. Having someone you can go to for help in unusual or difficult situations is important. In turn, be there for your peers when they need help.

Your network is vital to your success as a salesperson. Give it some serious thought and some serious attention. It may very well provide the impetus to take you to the top.



Tom R. Elam

VOLLEYBALL



The sport of volleyball turned 125 years old this month. It was invented by William G. Morgan, the physical director of the YMCA school in Holyoke, Massachusetts. He knew James Naismith, who had invented basketball just a few years earlier.

Morgan wanted a game "with a strong athletic impulse but no physical contact". So, he borrowed. From basketball, he took the ball. From tennis the net. The use of hands and the ability to play off the walls and over hangs, he borrowed from handball. And, from baseball, he took the concept of innings.

He termed this new game "Mintonette". The name was changed to volleyball the next year.

The original game of volleyball was quite a bit different from what we're used to. It was played on a smaller 25'x50' court, with an unlimited number of players hitting the ball an unlimited number of times, on either side of a 6'6" high net. Things tended to get a little crowded.



Each game was broken up into nine innings, each inning made up of three outs, or "serves". These serves could be helped over the net by a second player, if the server didn't quite reach the net. The basketball originally used proved to be a little too heavy, and the subsequent use of a basketball bladder, too soft. Morgan remedied this by contacting A.G. Spalding, a local sporting goods manufacturer who designed a special ball - a rubber bladder, encased in leather, 25" or so in circumference. The "volleyball".



In 1920, the rules were changed so that each side was only allowed to touch the ball three times before passing it onto the other team, and the rules of the back row attack were created.



Today, volleyball is the fifth most popular sport in the world, with over 800 million people worldwide taking part in a game in any given week.



Happy Birthday!!!



Shawnee Potts

* February 4 *

Gary Cox

* February 8 *



IWO JIMA

The battle of Iwo Jima began 75 years ago this month and lasted for 36 days.

In all the U.S Marines suffered 6,800 killed and another 19,000 wounded. The Japanese lost almost 21,000 men.



The iconic photo of marines raising the American flag occurred during this battle. The book "Flags of Our Fathers" tells the story of the men in the photo, both before and after the battle, as well as the story of the battle itself. The book became the basis for the movie of the same name, directed by Clint Eastwood. The film is taken from the American viewpoint of the Battle of Iwo Jima, while its companion film, *Letters from Iwo Jima*, which Eastwood also directed, is from the Japanese viewpoint of the battle. Both films were released in 2006.



SPRING FORWARD

Daylight Savings Time starts on March 8th this year. At 2:00 AM on that Sunday morning, clocks are moved forward one hour to 3:00 AM. Daylight Savings Time will end on November 1st in 2020.

In most of the United States, DST starts on the 2nd Sunday in March and ends on the 1st Sunday in November each year. Exceptions include Hawaii and most of Arizona. Most U.S. territories, like Puerto Rico and Guam, do not use DST.



**UFBLIC / UFDBLIC
CELEBRATING 82 YEARS of SERVICE
2020 CONTEST STANDINGS
*Boston, Massachusetts—late Spring 2021***



2 Months - December & January

AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
AVALOS, CHRISTIAN E	1	21,432	17,665	39,097	NUNEZ, JOSEFINA	16	2,405	4,000	6,405
BROWN, TIMOTHY	2	16,123	8,884	25,007	CHAIREZ-VALLADARES, E	17	1,395	4,970	6,365
LUNA, JOSE	3	17,469	4,367	21,836	WILSON, TIM	18	5,250	867	6,117
OROZCO, BLANCA I	4	6,799	8,266	15,065	ROBERTS, MONTY B	19	3,470	2,463	5,933
GARZA, FRANCISCA D	5	6,907	6,709	13,616	BRYAN, RANDY	20	2,919	2,828	5,747
GONZALEZ, MARIA	6	8,130	4,968	13,098	TRAYNOR, KENT	21	4,424	1,259	5,683
COBOS, LUIS ROBERTO	7	6,458	5,842	12,300	RUIZ, AMOS	22	5,361	161	5,522
AVALOS, ESTHER CALVO	8	5,755	6,230	11,985	NUTT, RONNIE	23	1,519	3,625	5,144
SALINAS JR, DANIEL	9	8,989	-	8,989	NINO, CARLA	24	2,608	2,311	4,919
GOMEZ, G OLINKA	10	3,211	4,801	8,012	MEDRANO, RODOLFO	25	4,857	-	4,857
KEMP, ALBERT A	11	3,317	4,111	7,428	RAND, ALVA LOUISE	26	3,762	957	4,719
ARENAS, TOMASA	12	2,066	4,777	6,843	SANTOS, ELIZABETH	27	2,582	1,838	4,420
ABREGO, RODOLFO	13	735	6,106	6,841	LOCKSTONE, MARTIN	28	342	3,898	4,240
DURAN, NORMA	14	4,199	2,629	6,828	MORENO, JIMMY	29	1,648	2,540	4,188
SURRATT, KEN	15	2,550	3,925	6,475	MAY, DUSTIN B	30	1,825	2,265	4,090

* 40,000 Points And Over Awarded On Policies Issued From December 1, 2019 to November 30, 2020 With 70% Persistency Wins Trip. There are other requirements and limitations. See contest rules for details.

Top Agencies: Juan Garza - 263,420 points; Jose Calvo – 53,761; Joe Lopez – 33,744
Top FHs: Memorial FH – 63,374; Ric Brown Family FH - 57,547; L&I FH – 45,751

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

**United
Benefits, Inc.**

A Winning Attitude