

UBI "OUR BEST ALWAYS"  
NEWS TO "U"

UNITED BENEFITS, INC.

Vol. 83 No. 8

Richardson, Texas

VENTING

July Winner

Blanca Orozco!!  
18,390 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!

Blanca!!!

Agents with over 4,000 points win \$200.00 (\$500.00 if over 5,000 and \$750.00 if over 10,000)

Additional July Winners:

Ronnie Nutt	16,112 Points
Christian E Avalos	15,505 Points
Jose Luna	14,775 Points
Timothy Brown	12,680 Points
Delia F Valle	7,085 Points
Tim Wilson	5,189 Points
Esther Calvo Avalos	4,890 Points
Illiana A Guerrero	4,849 Points
Ana M Herrera	4,778 Points
Grace M Santos	4,452 Points
Monty B Roberts	4,340 Points
Norma L Cano	4,178 Points



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Venting - giving free expression to a strong emotion - has an ancient history. Aristotle believed in catharsis - the purging of emotions. More recently, Sigmund Freud talked about the hydraulic model, saying that if someone holds anger inside without letting it out, it will build to dangerous levels, much the way steam in a pressure



cooker will build if it is not vented. In studies, people report they feel better after venting. But researchers find they actually become angrier and more aggressive. "Just because something makes you feel better doesn't mean it's healthy," says Brad Bushman, a professor of communication and psychology at Ohio State University. People who vent anonymously may become the angriest and most aggressive, which brings us to the "e-vent" - expressing anger via email, text, or other social media. It can be hard to resist and it is speedy. We can share our frustration with a friend, or the world, almost immediately. And it feels safe: we are behind a screen.

We all vented in the past, of course, but it wasn't so immediate. We had to interact directly with someone or at least make a phone call. This gave us time to cool down, and it also allowed us to get some immediate feedback and gauge when we were going overboard. E-venting is particularly risky. We typically sound angrier in print, and you don't get immediate feedback from your listener. We think it's private because we can do it in a secluded place, but a rant put out via the internet is a click away from being shared. And shared. And shared.



What should we do instead? Dr. Bushman recommends we delay our response, to calm our body down, counting to 10, or as Thomas Jefferson is said to have suggested, to 100. Try to relax by taking deep breaths or listening to calming music. Turn off your computer or phone until your anger has subsided. Maybe read a nonviolent book, work a puzzle, or take a walk. Eat something healthy; people who are hungry are cranky, says Dr. Bushman.

If you need to talk about something frustrating, choose a close friend whom you trust and vent in person. See page 3 for additional techniques in handling frustrations.

# TOM SAYS...

## MANAGE YOUR TIME WISELY

We all want to be successful at what we do. Many of us “sign up” for a sales position because we just know we can do as well as Mr. X. We have a long list of people who will surely buy from us.

We spend the money and effort to become licensed and then we don't even come close to the sales we thought we could make. What happened?

The most common answer is that we never commit to the time necessary to become a successful salesperson. It looks easy. It even looks like fun, especially when you run in to sales people sharing their successes in the local coffee shop. What you don't see is the hard work.

Yes, you too can be successful at sales, and it can be fun, but you must plan your work time wisely. Consider these statistics from a recent Sales Optimization Survey from CSO Insights.

About 41% of a successful salesperson's time is actually spent selling directly by phone or face to face. The survey pointed to a very clear relationship between time spent with prospects and the salesperson meeting personal sales goals. Even a small increase in face to face time to 45% increases your chances of making your goal by 10%. Clearly, more face to face time will fatten your wallet.

Secondly, the survey learned that 24% of a salesperson's time was spent on generating leads. Do you plan for this? Any more and you will be cutting into your face to face time. Your goal would be to even shorten this time. Here is where technology can help. In today's marketplace you must use multiple lead programs. You must abandon those that are not working and keep those that are.

19% of a salesperson's time was spent on meeting and administrative tasks. Meetings are important but too many times agendas are ignored and the meeting becomes a bull session. You don't have to let this happen. Ask everyone attending if they will help you keep it short and on subject. The result will be more face to face time with your prospects.

Lastly, 16% is spent on other tasks such as training, sales follow-up, customer service and building the necessary relationships with your sales team, your peers, your funeral home and your insurance company.

To be successful in sales, you simply must manage your time. **MAKE A COMMITMENT TO DO THIS BEFORE YOU MAKE YOUR FIRST SALE** or if you feel you need to recommit, **DO IT NOW**. Yours results will show it!!



*Tom R. Elam*

## Laughter is the Best Medicine

Humor is infectious. The sound of roaring laughter is far more contagious than any cough, snuffle, or sneeze. When laughter is shared, it binds people together and increases happiness and intimacy. It can protect you from the damaging effects of stress.

- Laughter relaxes the whole body
- Laughter boosts the immune system
- Laughter triggers the release of endorphins
- Laughter protects the heart by increasing blood flow and improving blood vessel function.



## Venting—continued from page 1

Some other techniques for dealing with frustration include the following: Do something that is incompatible with anger or aggression: kiss your sweetheart, help someone in need, or pet a puppy.



Try to distance yourself from the incident that upset you. Observe the situation as if you were an outsider.

In order to vent, write letters to people who have annoyed you, but then destroy them. Abraham Lincoln famously used this technique with a general during the Civil War.

If you feel you need to vent, choosing to do so in person with a close friend you can trust is preferable to a rant on the internet.

## RIDDLES FOR THE MONTH

1. What falls but never gets hurt?
2. What occurs twice in a week, never in a month, and once in a year?
3. The more you take, the more you leave behind. What are they?
4. Brothers and sisters have I none, but that man's father is my father's son. Who is he?
5. What is it that you can keep after giving it to someone else? (and hopefully you do keep it)
6. The more it dries, the wetter it gets.
7. What is it that the more you take away the larger it becomes.
8. What holds water yet is full of holes.
9. What walks all day on its head?
10. If two is company and three is a crowd, then what are four and five?
11. What can you hold without touching it?
12. What question can you never answer yes to?
13. What month has 28 days?



*It's a universal law - intolerance is the first sign of an inadequate education. An ill-educated person behaves with arrogant impatience, whereas truly profound education breeds humility.*  
Aleksandr Solzhenitsyn

*Have patience with all things, but first of all with yourself.*  
- St. Francis de Sales

*Surround yourself with people of integrity.*  
- Hector Ruiz

*Holding a grudge is like drinking poison and waiting for the other person to die.*  
- Gautama Buddha



ANSWER: 1. Rain; 2. the letter "e"; 3. Footsteps; 4. My son; 5. Your word; 6. Towel; 7. Hole; 8. Sponge; 9. Nail in a horseshoe; 10. Nine; 11. your breath; 12. Are you asleep yet?; 13. All of them

**Labor Day** -Our offices will be closed on Monday September 6th in observance of Labor Day.



## September 11

We approach the 20th anniversary of the horrific September 11th terrorist attacks. May they be a powerful reminder that in the face of adversity and unfathomable loss of life, our capacity for hope and potential for resilience will see us through. May we never forget the sacrifice and courage of so many.



## Happy Birthday!!!



**Suzie Ayala**  
\* August 18th \*  
**Perla Perez**  
\* August 30th \*





**UFBLIC / UFDBLIC  
CELEBRATING 83 YEARS of SERVICE  
2021 CONTEST STANDINGS  
ATLANTIS, PARADISE ISLANDS, BAHAMAS**



8 months - December through July

AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
AVALOS, CHRISTIAN E	1	143,946	15,505	159,451	TOLLE, AMY	16	18,323	687	19,010
<b>OROZCO, BLANCA I</b>	<b>2</b>	<b>91,586</b>	<b>18,890</b>	<b>110,476</b>	GILBERT, EVA	17	18,310	-	18,310
LUNA, JOSE	3	52,676	14,775	67,451	SALINAS JR, DANIEL	18	13,972	2,929	16,901
BROWN, TIMOTHY	4	44,247	12,680	56,927	HERRERA, ANA M	19	11,209	4,778	15,987
AVALOS, ESTHER CALVO	5	47,551	4,890	52,441	RICHTER, JAMES A	20	14,677	-	14,677
VALLE, DELIA F	6	44,658	7,085	51,743	KING, JEFFREY W	21	13,648	875	14,523
NUTT, RONNIE	7	34,506	16,112	50,618	GUERRERO, ILLIANA	22	9,391	4,849	14,240
GOMEZ, G OLINKA	8	34,665	1,996	36,661	ESCHITI, LARRY D	23	11,491	2,506	13,997
COBOS, ALMA ROSA	9	32,719	295	33,014	FERNANDEZ, MARIA	24	13,990	-	13,990
CASTRO, ELVA JUDITH	10	29,162	3,394	32,556	SANTOS, ELIZABETH	25	11,731	2,200	13,931
PROCTOR, WALTER J	11	27,698	1,642	29,340	SANTOS, GRACE	26	9,304	4,452	13,756
ROBERTS, MONTY B	12	24,688	4,340	29,028	CAVAZOS, ERIKA	27	10,388	2,944	13,332
ELIZONDO, ORLANDO	13	23,680	2,833	26,513	LOPEZ, JOSE M	28	10,847	1,519	12,366
ELIZONDO, ALFREDO G	14	20,897	3,501	24,398	BRYAN, RANDY	29	8,112	3,191	11,303
CHAIRES-VALLADARES, E	15	21,139	1,050	22,189	SILVA, MARIA ELVA	30	9,335	1,355	10,690

\* 40,000 Points And Over Awarded On Policies Issued From December 1, 2020 to November 30, 2021 With 70% Persistency Wins Trip. There are other requirements and limitations. See contest rules for details.

Top Agencies: Juan Garza - 942,035 points; Jose Calvo – 212,844; Jose Lopez – 173,634  
 Top FHs: Ric Brown Family FH – 208,526; Memorial FH - 184,546; Legacy Chapels, LLC - 142,398

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**United  
Benefits, Inc.**

*A Winning Attitude*