

UBI "OUR BEST ALWAYS"
NEWS TO "U"

UNITED BENEFITS, INC.

Vol. 83 No. 2

Richardson, Texas

KINDNESS

January Winner

Christian Avalos!!

12,424 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 January Winners:

Blanca I Orozco	10,546 Points
G Olinka Gomez	9,233 Points
Delia F Valle	6,971 Points
Timothy Brown	6,380 Points
Orlando A Elizondo	5,959 Points
Jose Luna	5,593 Points
Alma Rosa Cobos	4,112 Points



HAPPY FEBRUARY



Kindness is a behavior marked by ethical characteristics, a pleasant disposition, and concern for others. It is known as a virtue and recognized as a value in many cultures and religions. It is one of the nine fruits of the Spirit listed in Galatians 5:22-23.



The philosopher Aristotle defined kindness as a virtue that involves "helpfulness towards someone in need, not in return for anything, nor for the advantage of the helper himself, but for that of the person helped". Other philosophers have said that kindness and love are the most curative herbs and agents in human interaction. Love and kindness bless the giver as well as the receiver.



The week of February 14-20 is Random Acts of Kindness Week and February 17th is Random Acts of Kindness Day. It is observed and celebrated on other days as well, particularly in other parts of the world.

The Random Acts of Kindness Foundation says that kindness creates a ripple effect, and the ripple effect starts with one. One person to hold a door open, one person to leave a complimentary note or comment, one person to write a thank you letter, one person to be a spark of kindness. A simple smile can be an act of kindness.

No act of kindness, no matter how small, is ever wasted. *Aesop*

Research has proven that performing acts of kindness helps reduce the effects of stress in our own lives.

I have decided to stick with love. Hate is too great a burden to bear. *Martin Luther King, Jr.*

TOM SAYS...



WHAT IF YOU FELL IN LOVE WITH THE PROCESS?

(From “Catapulting Commissions”, a book by Anthony Garcia and featured in the January 2021 issue of “Selling Power” magazine)

With COVID 19 still with us, and many sales being made without person-to-person contact, you may think that some of the interpersonal skills you have trained for to be successful no longer apply. YOU WOULD BE WRONG. Please take a look. I think you will agree.

Everyone wants to win and be successful. That is, until it comes time to prepare and do the right things, that no one sees, to put you in position to win. Hall of fame baseball manager Tommy Lasorda once said, “The difference between the impossible and the possible lies in a person’s determination.” That phrase not only applies to professional athletes, but to everyone who has ever set a goal to do something great.

Take a moment and think about the last time you were truly motivated or inspired. Did you think you would fail? I’m willing to bet that you didn’t. I would imagine that you set some sort of goal that you were extremely determined to accomplish.

In all of my years of sales, I’ve seen the same thing happen to sales pros several times. They attend a motivating conference and leave with a newfound belief that they can accomplish their goal. I would question your commitment to your craft if you didn’t leave one of these meetings with a goal. After all, this is professional sales – we don’t just mail in the results. It’s fair to say, most salespeople agree that having a goal is important, but setting a good goal is only the beginning. Have you taken a look at all of the work required for you to hit your goal?

Silver medalist Lauren Gibbs had a goal of not only becoming a world-class athlete, but also winning an Olympic medal during the 2018 winter games in Pyeongchang. She fell in love with the process so much that she left her successful career in corporate America to pursue her goal of becoming an Olympic bobsledder. She walked away from financial stability and put in thousands of hours of blood, sweat and tears to become a professional athlete. If you were to speak to Lauren, she would tell you that she fell in love with the preparation it took to be the best version of herself, and she spent thousands of hours training for her three-and-a-half-minute opportunity to make Olympic history on a bobsled track.

So, how does this relate to what we sales professionals do? Like Lauren, you need to love the process. If you don’t, you’ll never hit your goal. It’s very easy to want all the accolades that come with reaching a goal, but you need to have an additional level of commitment to fall in love with the work required to get there.

Think about the least favorite task required for you to hit your next goal. It could be telemarketing, prospecting, cold calling, social media marketing, etc. If you aren’t ready to commit to that task with the same passion as you would the fun parts, then you should reevaluate your commitment.

So, if you wish to be a professional, decide to be the best. Commit and be determined to fall in love with the process.

Unparalleled success will follow.

HYDRATION

Your body depends on water to survive. Every cell, tissue, and organ in your body needs water to work correctly. For example, your body uses water to maintain its temperature, remove waste, and lubricate joints.

Water is needed for good health. Water makes up more than half of your body weight. You lose water each day when you go to the bathroom, sweat, and even when you breathe. You lose water even faster when the weather is really hot, when you are physically active, or if you have a fever. Vomiting and diarrhea can also lead to rapid water loss. If you don't replace the water you lose, you can become dehydrated.

Don't wait until you notice symptoms of dehydration to take action. Actively prevent dehydration by drinking plenty of water.



Staying well-hydrated can also counteract many common ills, from minimizing wrinkles to reducing your risk for blood clots. Severe dehydration has even been shown to reduce your cognitive function and performance to a similar degree as alcohol, making you more prone to car accidents and other mishaps.

Tips for staying hydrated

- Stay away from too many sodas and drink water instead. If you don't like the taste of plain water, try adding a slice of lemon or lime to your drink.
- Be sure to drink water before, during, and after a workout.
- When you're feeling hungry, drink water. Thirst is often confused with hunger. True hunger will not be satisfied by drinking water. Drinking water may also contribute to a healthy weight-loss plan. Some research suggests that drinking water can help you feel full.
- If you have trouble remembering to drink water, drink on a schedule. For example, drink water when you wake up; at breakfast, lunch, and dinner; and when you go to bed. Or drink a small glass of water at the beginning of each hour.
- Drink water when you go to a restaurant. It will keep you hydrated, and it's free!

SPRING FORWARD

Daylight Savings Time starts on March 14th this year. At 2:00 AM on that Sunday morning, clocks are moved forward one hour to 3:00 AM.

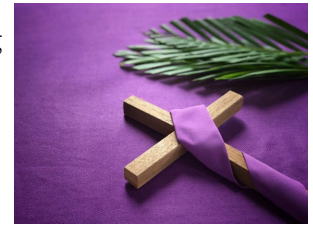


Daylight Savings Time will end on November 7th in 2021.

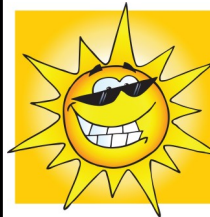
In most of the United States, DST starts on the 2nd Sunday in March and ends on the 1st Sunday in November each year. Exceptions include Hawaii and most of Arizona, which do not use DST. Most U.S. territories, like Puerto Rico and Guam, do not use DST.

ASH WEDNESDAY

Ash Wednesday occurs six and a half weeks before Easter, on February 17th this year. Easter Sunday is April 4th. Observed by Christians as a holy day of fasting and praying, Ash Wednesday marks the beginning of the season of Lent.



Lent is a season of reflection and preparation before the celebrations of Easter. By observing the 40 days of Lent, Christians replicate Jesus Christ's sacrifice and withdrawal into the desert for 40 days. Lent is a time of grace and a time for the deepening of our faith.



"Smile and the world will smile with you." -Unknown

"A warm smile is the universal language of kindness." -William Arthur

Happy Birthday!!!



Shawnee Potts

* February 4 *

Gary Cox

* February 8 *



**UFBLIC / UFDBLIC
CELEBRATING 83 YEARS of SERVICE
2021 CONTEST STANDINGS
*Destination and Date to be Announced***

2 months—December & January

AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
AVALOS, CHRISTIAN E	1	21,756	12,924	34,680	GRIFFIN, JOYCE MARIE	16	865	3,439	4,304
LUNA, JOSE	2	16,251	5,593	21,844	ROBERTS, MONTY B	17	1,563	2,433	3,996
OROZCO, BLANCA I	3	7,161	10,546	17,707	LOCKSTONE, MARTIN	18	755	2,995	3,750
VALLE, DELIA F	4	7,923	6,971	14,894	FLORES, SONIA ESPINOSA	19	3,617	-	3,617
NUTT, RONNIE	5	10,389	3,574	13,963	CHAIRES-VALLADARES, E	20	1,050	2,450	3,500
GOMEZ, G OLINKA	6	4,695	9,233	13,928	ESTRADA, STEPHANIE	21	1,799	1,427	3,226
COBOS, ALMA ROSA	7	6,439	4,112	10,551	GARCIA, TITO E	22	2,853	295	3,148
AVALOS, ESTHER CALVO	8	6,549	3,622	10,171	LOPEZ, JOSE M	23	-	3,092	3,092
BROWN, TIMOTHY	9	1,144	6,380	7,524	ELIZONDO, ALFREDO	24	3,074	-	3,074
ELIZONDO, ORLANDO	10	1,163	5,959	7,122	SANTOS, ELIZABETH	25	2,228	800	3,028
GILBERT, EVA	11	1,710	3,850	5,560	FERNANDEZ, MARIA	26	-	3,006	3,006
MCDONALD, CATRICE	12	5,089	-	5,089	SALINAS JR, DANIEL	27	1,839	1,166	3,005
RICHTER, JAMES A	13	1,296	3,519	4,815	CASTRO, ELVA JUDITH	28	1,000	1,765	2,765
KING, JEFFREY W	14	2,200	2,440	4,640	BRYAN, RANDY	29	297	2,373	2,670
PROCTOR, WALTER J	15	2,697	1,872	4,569	SILVA, MARIA ELVA	30	2,646	-	2,646

* 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 - 185,047 points; Jose Calvo – 43,851; Jose Lopez –30,723
Top FHs: Memorial FH - 58,391; Ric Brown Family FH –32,347; L&I Funeral Home – 25,469

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**United
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A Winning Attitude